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Dwarka expressway to be completed by Dec: Gadkari

The Dwarka expressway, which will provide seamless connectivity between Mahipalpur in Delhi and Kherki Daula in Gurugram, will be completed by December-end, Nitin Gadkari, Union Minister for Highways and Road Transport, said, after an inspection of the ongoing works both in



Haryana and Delhi. The highway, India's first access controlled eight-lane expressway is part of the ₹60,000 crore Delhi decongestion plan, aiming to reduce pollution and traffic chaos in the NCR. Gadkari said the sections of the road in Gurugram will be ready in three more months.

India jumps 6 positions to stand 38th in World Bank's LPI 2023



India has jumped six places and is ranked 38 out of 139 nations in the 7th edition of World Bank's Logistics

Performance Index (LPI) 2023, Union Ministry of Commerce & Industry stated. India has seen improvement on four out of six LPI indicators, it added. "This is a strong indicator of India's global positioning, with this development being powered by our focus on reforms for improving logistics infrastructure," the government stated in an official statement. Citing the reasons for the new update, the government gave the credit to its PMGS launched in October 2021.

Pact signed with NHAI to upgrade NH-27 stretch in Gujarat

The Samakhiyali Tollway, an SPV and subsidiary of IRB Infrastructure Developers Ltd. has executed the Concession Agreement with NHAI for addition to make NH27 Samakhiyali to Santalpur stretch of 90.90 km into a six-laner on Build-Operate-Transfer (Toll) mode. The stretch is in the state of Gujarat, said Virendra D. Mhaikar, CMD, said in a press release.



Railways to develop Gati Shakti GCT at Gadchandur

To generate revenue through ferrying freight, SCR has decided to develop a new Gati Shakti Multi Modal Cargo Terminal (GCT) at Gadchandur railway station, Secunderabad Division. The terminal will be developed at an estimated



₹15.2 crore at Gadchandur. M/s Dalmia Cement Bharat Ltd., will carry out the development work after securing the tender issued by the zonal railway. Under the contract, M/s Dalmia Cement Bharat Ltd will carry out the terminal's construction and maintenance.

Jogighopa in Assam to get India's first global MMLP

The construction of India's first International MMLP in Jogighopa, Assam, is well underway, and the jetty is likely to be completed by this year-end. The park, which is being built at a cost of ₹ 693.97 crore, will provide direct connectivity to waterways, road, rail, and air, and may be completed in 2023. Sarbananda Sonowal,



Union Minister of Ports, Shipping & Waterways and Ayush, reviewed the progress and expressed satisfaction at the pace of progress. The development of the first International Multimodal Logistics Park is in line with PM Modi's vision of transformation through transportation. The project aims to revamp the transportation network in the Northeastern region of India.



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PARK LOCATION



WOLP's Farukhnagar Park warehouse

Grade A Warehousing boom in tier II & III cities

Demand for similar facilities in India is likely to grow at a compound annual growth rate of 25-30 per cent over the next five years. With close to 10 million square feet are in tier II and III cities, they collectively witnessed 17.4 per cent year-on-year growth in industrial and warehousing absorption, driven by e-commerce, retail and third party logistics companies.



Ritika Arora Bhola

With a rise in e-commerce, automotive, retail, manufacturing segments and 3PL providers safeguarding 100 per cent efficacy of business operations, the Indian warehousing sector is witnessing an unprecedented

ed demand. This has triggered huge potential for Grade A facilities not only in metro cities, but also in tier II and III cities. The sectors that drove the maximum absorption in 2022 were 3PL and e-commerce (52 per cent), followed by manufacturing (16 per cent) and retail sectors (13 per cent).

Development of industrial, and dedicated freight corridors (DFCs) and assigning infrastructure status to the logistics sector have fuelled growth and investments into Grade A warehousing facilities.

Considering the demand and changing consumer preferences, the industry un-

derstands the relevance and need for Grade A warehouses that are user-friendly, fully automated, and on par with the global standards.

Catering to the current businesses' needs fuelled by growth in e-commerce and retail, modern grade-A warehousing facilities are emerging



Storage and Retrieval Systems (ASRS), and QR codes to ensure faster processing. These spaces offer a plethora of benefits via green integration, mechanized MHEs, fire safety protocols, sufficient docking stations and ample space for parking, and vehicular movement.

With Grade A warehouses, the companies can align their operational requirements, while having flexibility as they fulfil critical business objectives. Metros are the preferred locations for warehousing, but the demand for Grade A facilities is growing in urban and rural centres. In fact, smaller towns are now emerging as the new consumption centres.

Experts said firms prefer to stock their inventories close to the demand centres such as Ludhiana, Patna, Varanasi, Jaipur, Lucknow, Indore, Nagpur, Bhubaneswar, Madurai, Coimbatore, Kochi are driving major logistics service demand. According to a report by Confederation of Real Estate Developers' Association of India (CREDAI), the demand for Grade A warehousing facilities

in India is likely to grow at a CAGR of 25-30 per cent over the next five years. Investors and businesses are rushing towards investing in Grade A warehousing facilities that of-

Grade A facilities have around 25 per cent lesser rentals/pallet position as compared to Grade B warehouses

fer easy expandability options, located as they are close to transport hubs, and connected to state and national highways.

TIER II & III CITIES ARE PREFERRED LOCATIONS

As per latest data from Savills India, the country witnessed industrial and warehouse ab-

sorption of 46 million sq. ft. in 2022, of which 36 million sq. ft. belonged to tier I cities. Close to 10 million sq. ft belonged to tier II and III cities. These cities witnessed 17.4 per cent YoY growth in industrial and warehousing absorption, driven by e-commerce, retail and 3PL firms. These cities included Ludhiana, Hubli, Guwahati, Patna, Jaipur, Varanasi, Lucknow, Indore, Nagpur, Rajpura, Bhubaneswar, Hosur, Madurai, Kochi, and Ernakulam, stated the Savills India report. Among the major cities in India, Delhi-NCR led the pack with the highest industrial and warehouse land absorption in 2022 at 16 per cent followed by Mumbai at 14 per cent. Pune and Bengaluru saw absorptions at 13 per cent and 12 per cent, respectively, while tier II and tier III cities accounted for 22 per cent, Savills shared.

CARGOTALK spoke to experts to discuss more on growing warehousing segment in tier II and III cities and Grade A warehouses becoming more prominent and promising to do business in the coming years.

as the most preferred choice for the users.

According to reports, from the past few years, the share of Grade A stock has risen from 34 per cent in 2017 to 50 per cent in Q1 of 2023, crossing the mark of 165 million sq. ft. owing to institutional developers and regional developers expanding their inventories in India. Organized developers are developing Grade A warehouses as these facilities offer an additional 50 per cent floor-load capacity, 40 per cent operational efficiency, efficient material handling space, safety, and security.

Grade A facilities have 25 per cent lesser rentals/pallet position as compared to Grade B warehouses, built in accordance with global standards, have extra height, high-performance flooring systems, and armed with Artificial Intelligence (AI) and various advanced technology such as Automatic Identification and Data Collection (AIDC), Automated



Automation, technology & AI are game changers



Kruti Jobanputra
Director
JW Ventures

FACTORS BOLSTERING DEMAND

Today, India is one of the fastest growing economies and one of the largest consumption markets in the world. With increased consumption and demand patterns across various sectors, warehousing space in India is booming. The number of international firms and brands coming into the Indian market have doubled in the past five years.

Growth and expectations, government intervention, modern policies, transport, infrastructure, and tech growth are key drivers of the booming demand in India.

Prominent tier II locations are Delhi NCR, Mumbai, Chennai, and Gujarat, where businesses stock their cargo

SUPERIOR WAREHOUSING INFRASTRUCTURE

Infrastructure is the chain that interconnects different links or modes of transport—air, sea, and land—into one process that ensures an efficient and cost-effective door-to-door movement of goods. Infrastructure in the country has a still a long way to go before we can call ourselves a developed country, but in the

past five years the development has surely picked up pace.

PREFERRED LOCATIONS FOR GRADE A FACILITIES

The Union government is working towards connecting the both rural as well as the urban

ADVANCEMENTS AND INNOVATIONS

Automation, technology, and AI are the game changers. Automated machines have replaced manual processes. The result is improved efficiency and productivity. In general, warehouses



areas. We can find warehouses are burgeoning across the length and breadth of the country, but prominent tier II locations are Delhi NCR, Mumbai (Near Panvel/JNPT), Chennai, and Gujarat, where businesses stock their cargo consignments.

have become more automated and technologically advanced. The government would introduce a warehousing policy to help reduce transportation and logistics costs. It aims to lay roadmap for developing exclusive warehousing zones through PPP.

Multimodal transport key to boost logistics



Huafreed Nasarwanji
Chief Commercial Officer
Gati

FACTORS BOLSTERING DEMAND WAREHOUSES

The expansion of e-commerce, emergence of 3PL segment, growth of organised retail among other sectors are factors driving demand for Grade A warehouses in India. Since third party logistics has turned out to drive demand, more companies are opting for third party logistics services to concentrate on their core operations. The focus is to make the country a global manufacturing hub by boosting infrastructure and connectivity in the form of the National Logistics Policy (NLP) and the Prime Minister's Gati Shakti (PMGS) will intensify demand for Grade A warehousing facilities.

SUPERIOR WAREHOUSING INFRASTRUCTURE

Efficient TAT at ports, throughput at warehouses, and inter-modal connectivity are vital to build a superior multimodal

The govt's focus on developing DFCs, ports, and highways have paved the way for a better logistics infrastructure

transportation ecosystem. Multimodal transportation is key to enhance logistics performance. The government's focus on developing DFCs, ports, and highways have paved the way for a better logistics infrastructure. The PMGS is a game changer for building robust multimodal connectivity.

PREFERRED LOCATIONS FOR GRADE A FACILITIES

The demand for Grade A facilities is increasing in tier II and III cities. Firms prefer to stock their inventories close to the demand centres to Patna, Jaipur, Lucknow, Varanasi, Indore, Nagpur, Bhubaneswar, Madurai, Coimbatore, and Kochi.

Manufacturing, retail & 3PL propel growth



Anshul Singhal
Managing Director
Welspun One Logistics Parks

FACTORS BOLSTERING DEMAND FOR GRADE 'A' WAREHOUSING

- One of the demand drivers of Grade A warehouses is the complexity of businesses, which boosts a need for resilient structure, immune to global supply chain disruptions
- Grade A facilities provide businesses the opportunity to scale up without structural changes. This requirement is in line with the need for premium infrastructure in India
- e-commerce growth has led to a surge in demand for efficient and technologically advanced warehousing solutions
- The development of organized retail and manufacturing sectors have pushed the need for warehousing facilities that meet their diverse requirements
- Make in India and Digital India initiatives have created a conducive environment for businesses, fuelling demand for Grade A warehouses in India
- GST led to consolidation of warehouses and need for better-equipped facilities. This has resulted in operational efficiency and cost savings of businesses
- Emphasis is on improving supply chain efficiencies and minimising transportation

costs owing to its impact on overall logistic costs. This has resulted in the need for strategically located and well-connected warehouses.

SUPERIOR WAREHOUSING INFRASTRUCTURE

With respect to cargo storage and handling, the warehousing infrastructure is still in its nascent stage with Grade A warehousing focused on Delhi, Kolkata, Mumbai, Pune, Ahmedabad, Hyderabad, and Chennai. While other cargo storage facilities must be developed, port-related cargo

e-commerce growth has led to a rise in demand for technologically advanced warehousing solutions

storage is focused on CFS facilities. Multimodal transportation is yet to gain a foothold in the country. While the railways continue to transport bulk and liquid cargo, road transport ferries all other cargo

PREFERRED LOCATIONS FOR GRADE A FACILITIES

The industry's dynamics focused on not only on tier I cities, but also on smaller cities and hinterland regions. This trend may continue to persist in the longer term. As per Savills India report, out of industrial and warehouse absorption of 46 million sq. ft., 36 million sq. ft. belonged to tier I cities, while 10 million sq. ft. belong to tier II and III cities such as Ludhiana, Guwahati, Patna, Jaipur, Varanasi, Lucknow, Indore and the like.

Sustainability, energy efficiency lead the way



Daljit Singh
Head, Business Development & CRM,
NDR Warehousing

FACTORS HIKING DEMAND FOR WAREHOUSING

Warehousing is an integral part of a supply chain. Favourable policies, Goods and Services Tax (GST), Make in India, industrial corridors are important components for infrastructure in the logistics sector. e-commerce, manufacturing, and retail among other sectors fuel demand for Grade A warehouses.

The increase in demand is attributed to several reasons, including high operational ef-

SUPERIOR WAREHOUSING INFRASTRUCTURE

India has come a long way in terms of infrastructure—cargo storage, handling, and multi-modal transportation. With the implementation of automation, digitization, use of material handling equipment, the government is focused on bringing down logistics costs to 9 per cent and improve the logistics performance index to be among

Metropolitan cities are the first choice for organised developers to set up Grade A warehouses

the top 25 globally and has released a set of handbooks on the warehousing standards.

Metropolitan cities are the first choice for organised developers to set up Grade A warehouses. Tier I cities account for 70 per cent of supply, while



iciency, proper infrastructure along with amenities to warehouse workers, energy efficiency, implementation of health and safety regulations, and automation requirement among others for seamless cargo movement.

tier II accounts for 30 per cent. There is a growing demand for Grade A warehousing in tier II cities. With the push of e-commerce, rise of disposable income and penetration of mobiles in tier III cities will see a demand of Grade A warehouses.

Industrial & air freight corridors to boost growth



Chandranath Dey
India Head, Operations, Business Development, Industrial Consulting & Integrated Logistics, India, JLL

FACTORS BOLSTERING DEMAND

- **Rise of 3PL providers:** As the 3PL industry continues to grow in India contributing 35 per cent of the net demand in Q1 of 2023, the demand for Grade A warehousing facilities increases further. This trend is driven by the preference among businesses for outsourcing non-core activities such as warehousing and distribution, to specialized service providers who can offer efficiency and cost-effectiveness.

- **e-commerce growth:** Last year, India had 0.93 billion internet users. The user base is likely to reach 1.3 billion by 2030. Internet penetration in India grew from 4 per cent in 2007 to 47 per cent in 2021. Rising internet penetration, expansion of 4G, 5G network and increasing consumer wealth may assist the e-commerce industry to reach US\$ 350 billion by 2030.

- **Rise in organized retail and omni-channel retailing:** The growth of organized retail from 6 per cent of absorption in 2017 to 15 per cent in Q1 of 2023 has led to an increase in demand of warehousing facilities to manage large volumes of inventory and support just-

in-time delivery. Omni-channel retailing will reduce inventory holding costs, operating costs, and real estate costs, while increasing brand prominence and consumer base across India.

SUPERIOR WAREHOUSING INFRASTRUCTURE

In recent years, India has improved the capacity of its ports and airports. The development of DFCs and Delhi-Mumbai Industrial Corridor will boost

Rise of organized retail from 6% of absorption in 2017 to 15% in Q1 of 2023 has led to an increase in warehousing

efficiency of cargo transportation across India. The government has announced initiatives such as multimodal transportation infrastructure, including MMLPs development, NLP.



e-commerce, 3PL, FMCG fuel demand for storage



Arpit Mehrotra
Managing Director, Office Services, South India & Head, Flex, India, Colliers

FACTORS BOLSTERING DEMAND

1. Led by robust demand from 3PL operators, Q1 of 2023 saw the highest industrial and warehousing leasing compared to the previous eight quarters in top five cities, which rose by 11 per cent year-on-year.
2. With increasing consumption in metro cities, demand for retail and FMCG sectors saw a three-fold growth YoY, as they expanded their footprint in larger markets, leading to

heightened demand for Grade A warehousing facilities.

3. Grade A facilities with advanced technology, provide occupiers benefits such as increased efficiency, improved inventory management and security, which will surge demand for quality warehouses. Led by such benefits, the occupiers are opting for such facilities to gain a competitive edge.

4. With an increased demand for q-commerce, the focus on expansion of dark stores/fulfilment centres have increased. Rise in the number of dark stores will lead to higher scale of operations that will bolster demand for hub warehouses.

SUPERIOR WAREHOUSING INFRA

The NLP will transform the sector digitally by implementing an integrated digital logistics system. Many city hubs are likely to be built during the year and beyond. The proposed

While urban cities were preferred locations, tier II and III cities have been gaining traction over the past few years

DESH Bill may promote domestic manufacturing through development hubs. MMLPs will reduce cost involved in movement of freight, generating more demand.

While urban cities have been the developers' preferred locations, tier II and III cities have been gaining traction over the past few years to set up Grade A facilities. Cities such as Jaipur, Indore, Vizag, and Coimbatore are the preferred spots for developers.

Contd. on next page ►



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Quality Grade A warehouses need of the hour



Ashok Gupta
MD
IRC Group

FACTORS BOLSTERING DEMAND

- **Growth in e-commerce:** This has led to an increase in demand for quality warehousing facilities that can manage large volumes of goods. Grade A warehouses, with modern technology and infrastructure, are better equipped to meet this demand.
- **Infrastructure development:** The development of infrastructure such as highways,

expressways, and railways, have made it easier for goods to be transported across the country. This led to demand for warehousing facilities at strategic locations, which can function as distribution hubs.

- **Government initiatives:** Implementation of the GST and the development of MMLPs.

Firms demand Grade A quality facilities that meet global standards in terms of safety, security, and sustainability

- **Increasing focus on efficiency:** With an emphasis on reducing supply chain costs and improving efficiency, companies are increasingly investing in ASRS and real-time inventory tracking systems. Grade A warehouses are designed to meet these requirements.

- **Demand for quality:** Companies are demanding high-quality warehousing facilities that meet global standards in terms of safety, security, and sustainability. Grade A warehouses—with modern infrastructure, efficient layouts, and compliance with international standards—can meet these requirements.

PREFERRED LOCATIONS FOR GRADE A FACILITIES

Locations for smart, automated, and Grade A facilities depend on the specific needs of a company. Urban cities tend to have better infrastructure and transportation links, which makes it easier to move goods in and out of the city. Since land costs and operating costs are higher in urban areas, they make it

more expensive to operate a warehouse distribution centre. The tier II and III cities offer cost advantages in terms of real estate and labour costs, but infrastructure and transportation links may not be like the ones in the urban cities. Firms looking to set up smart, automated, and Grade A facilities will need to consider factors such as transportation links, availability of skilled labour, local regulations that leverage logistics.

- **Automation:** ASRS and robotics are put to good use for improving efficiency and reducing labour costs.
- **Use of Internet of Things and Data Analytics:** IoT and Data Analytics are utilized to optimize warehouse operations and improve inventory management.



Maximizing throughput, supply chain profitability

FACTORS BOLSTERING DEMAND

While growth of e-commerce, increasing demand for just-in-time inventory, VMI, and a shift towards omnichannel retailing are driving this movement, e-commerce, retail, FMCG have driven the need for warehouses to manage the rise in online orders and returns. Automotive, industrial and FMCD fulfil demand, reduced TAT, inventory require efficient supply chains and adaptable warehousing solutions.

Since omnichannel retailing requires retailers have inventory available for purchase in-store, online, and through other channels, the demand for strategically located and well-



Deepak Tiwari
COO
KSH Logistics

equipped warehouses has increased. They have contributed to a rise in demand for Grade A warehouses all over the country. We have built quality Grade A facilities designed to maximize throughput and boost supply chain profitability. We have Grade A facilities in Pune, Bhiwandi, and we are steadily expanding to Delhi NCR, Ahmedabad, Hyderabad, Bengaluru, Chennai, among others.

SUPERIOR WAREHOUSING INFRASTRUCTURE

While policies such as NLP, development of MMLPs and transportation, more Grade A warehouses are coming up and urban cities are the preferred choice due to their proxim-

ity to major markets, airports, and seaports, the development of infrastructure in tier II and III cities such as Nagpur, Ahmedabad, Hyderabad are becoming more appealing.

We have Grade A facilities in Pune, Bhiwandi, and we are steadily expanding to Delhi NCR, Ahmedabad and the like

Shared facilities to reduce costs & improve efficiency



Raaja Kanwar
CMD
Apollo International and Apollo Supply Chain

FACTORS BOLSTERING DEMAND

Location and connectivity: There is a need for industrial and warehousing solutions offering easy expandability options, in proximity to transport hubs, and connected to state and NHs. This need arises due to limited space within the existing parks, which force businesses to settle for alternate locations far from the city.

Unlocking enhanced ser-

vice levels: Grade A vertical warehouses are revolutionizing warehousing and logistics by condensing storage and throughput into constrained urban locations. They provide a compelling solution for firms seeking world-class facilities

The insulation in Grade A warehouses keeps the temperature lower by 3-4°C, leading to further cost savings

and operational excellence, despite space constraints. These facilities have better air circulation and natural lighting, which enables additional savings on electricity costs. The insulation in Grade A warehouses keeps the temperature lower by 3-4°C, leading to further cost savings.

Vertical storage: Devel-

opers are building taller warehouses in response to growing needs for Grade A warehouses in areas where space is at a premium. These facilities offer operational efficiency to organizations of all types and are designed with improved floor quality and extra height to enable the use of vertical storage solutions.

SUPERIOR WAREHOUSING INFRASTRUCTURE

Progressive policy initiatives, such as the NLP, PMGS, Bharatamala, and Sagarmala

are providing support to the logistics industry in India, promoting integrated logistics and multimodal connectivity. Greenfield expressways are allowing access to large land banks for backing infra for multimodal logistic hubs.

As a result, the facilities can be set up outside city centres, reducing pollution and traffic congestion, while enhancing supply chain efficiency. However, one of the main challenges of the warehousing and contract logistic sector is the costs involved.



Rise in facilities near hubs, NHs in tier II & III cities



Vikas Choudaha
Senior Vice President & Business Head
Godrej Storage Solutions

FACTORS BOLSTERING DEMAND

Indian logistics sector is evolving at an unprecedented pace with infrastructure development and technological advancements driving the growth of the industry. The demand for Grade A facilities across India are thanks to the rise of e-commerce, growth of 3PL, adoption of automation and digital technologies, and efficient supply chain management. More than 60 per cent of volumes transacted over the past two years were of Grade A warehouses and this segment is poised to grow at the rate of 15 per cent.

Today, the focus area in warehousing is to improve productivity and efficiency. Inte-

grated automation and robotics facilitate efficient picking, movement and storing with speed and accuracy. Though such systems come at a higher cost of adoption and imple-

mentation, they pay off in longer run. We at Godrej Storage Solutions provide tailor-made warehousing solutions, which are efficient, sustainable, and suitable for complex operation.

PREFERRED LOCATIONS FOR GRADE A FACILITIES

Warehouses must be located, and equipped with advanced technology to ensure faster order fulfilment. Focus on developing MMLPs and improving connectivity between cities has enhanced logistics efficiency. The most preferred locations for Grade A warehouses are dense near urban cities due to accessibility, availability of skilled labour, and technology among others.

These facilities offer operational efficiency to bodies of all types and are designed with improved floor quality

Firms adopting practices to reduce CO₂ footprint



Rajesh Jaggi
Vice Chairman, Real Estate
The Everstone Group

FACTORS BOLSTERING DEMAND

India has witnessed growth in e-commerce, 3PL and manufacturing activities over the past few years. With increasing consumer demand for faster deliverables, warehousing space requirements of e-commerce players continue to rise, which has fuelled the demand for Grade A facilities. To meet this demand, real estate developers are diversifying their portfolios by building in-city warehouses and adding dark storage facilities and built-to-suit models in tier II and III markets to support last-mile deliveries (LMDs).

Foreign investments in the sector have established the importance of warehouse facilities across India. The Centre has focused on ramping up logistics infra by through the NLP and the PMGS, which played an important role in driving interest in Grade A warehousing.

SUPERIOR WAREHOUSING INFRASTRUCTURE

IndoSpace has invested in creating world class infrastructure for warehousing and logistics sector and supports India's transition towards achieving this goal. Retail digitalization has led to emerging consump-

tion hubs in Ludhiana, Siliguri, Patna, Jaipur, Indore, Nagpur, Vadodara, Vizag, and Kochi. In comparison to tier I cities, tier II and III cities have more land to set up industrial parks. These cities reflect a need for urban warehousing and transformation in the

The tier I and II cities reflect a need for urban warehousing and transformation in the manufacturing sector

manufacturing sector. We have launched parks in tier II and III locations, including Rajpura, Sri City and Coimbatore.

ADVANCEMENTS AND INNOVATIONS

For smart operations, the sector is adopting IoT along with robotics and automation. The industry has started integrating sustainability into its SOPs. Companies are adopting practices to reduce their carbon footprint without affecting operating costs.



Tier II & III cities gain notice due to lower costs



Ronak Shah
Executive Director, V-Trans India Ltd,
CEO, V-Logis

FACTORS BOLSTERING DEMAND

The increased demand for Grade A warehouses were driven by growth of e-commerce, which require facilities capable of managing high volumes and fast-paced operations. Modern design and technology make Grade A warehouses suited for this purpose. Infra development, such as improved connectivity and MMLPs, have made Grade A facilities appealing for businesses aiming to distribute goods across multiple locations. The combination of e-commerce growth, enhanced infrastructure, and efficiency and cost-effectiveness of Grade

A warehouses has contributed to the surge in demand. The government support in the form of incentives has stimulated the industry's expansion.

SUPERIOR WAREHOUSING INFRASTRUCTURE

India has climbed six places on the World Bank's Logistic Performance Index 2023 to the 38th position out of 139 nations because of PMGS and the NLP on enhancing logistics services in India. The country's infrastructure for cargo storage, handling, and multimodal transportation has improved with upgraded ports, airports, and DFCs. Preferred locations for smart, automated, and Grade A facilities depend on demand, accessibility, and proximity to markets. Tier II and III cities are gaining attention due to lower costs and

India's infra for cargo storage, handling, and multimodal transportation has started improving of late

government support. Locations vary based on industry needs, supply chains, and policies.

ADVANCEMENTS AND INNOVATIONS

India's warehousing has undergone transformation, evolving from unorganized structures to an asset class. COVID has tested the supply chain model. e-commerce and 3PL players have contributed to the growing demand for warehouses. The rise of Grade A facilities, in-city warehouses, and automation solutions has shaped the sector.

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Venue: Pragati Maidan, Delhi

Warehouse clusters make it big in smaller cities



Lakshmanan S
Chief Operating Officer
Ecom Fulfilment Services

FACTORS BOLSTERING DEMAND

- **e-commerce boom:** A significant factor driving the need for Grade A storage facilities has been the growth of the e-commerce industry in India. Companies require warehouses to manage storage, order fulfilment, and delivery to keep up with the growing customer demand for online shopping.
- **Infrastructure development:** India has made advancements in infrastructure, building new motorways, exclusive freight lanes, and better connectivity.
- **Supply chain optimisation:** To increase operational effectiveness and cut costs, businesses are implementing cutting-edge supply chain management techniques.
- **Government programs:** Make in India campaign, the creation of specific logistics parks, and the National Logistics Policy initiatives are designed to improve trade facilitation, lower logistical expenses, and draw FDI into the industry.
- **Shifting consumer behaviour:** Customers want quicker shipping times, improved product availability, and hassle-free returns.
- **3PL industry growth:** To

service clients, companies outsource their storage and distribution operations to 3PL providers, who require well-equipped facilities that are strategically positioned.

SUPERIOR WAREHOUSING INFRASTRUCTURE

India's infra for cargo storage, handling and multimodal transportation is moderate and requires improvement. The demand for Grade-A warehousing by e-commerce firms in smaller cities has increased and is likely to gain greater traction, as the

India's infra for cargo storage, handling and multimodal transportation requires improvement

e-commerce players stress on stocking an array of inventories near customer locations.



Leveraging data analysis to optimize decision-making



Nikhil Agarwal
President
CJ DARCL Logistics Ltd.

FACTORS BOLSTERING DEMAND

The paradigm shift from traditional ways of buying to digital conversion has driven demand for logistics and warehousing. The demand side of the market is witnessing an increase in e-commerce occupiers and an emphasis on secondary cities. The supply side is characterized by the involvement of institutional players and the availability of large, top-notch, grade A warehouse facilities. The economy's expansion and

positive industrial advancements have motivated MNCs to set up their manufacturing centres in key locations in India. As India strives to set itself up as a global manufacturing hub, the market has attracted interest from both global and domestic institutional investors. The new manufacturing units under Make in India initiative has also motivated new players to enter the market.

The Union government's Make in India initiative has motivated several new players to enter the market

SUPERIOR WAREHOUSING INFRASTRUCTURE

One approach to drive revenue and growth involves optimizing utilization of warehouses. Strategic development entails determining the optimal number and location of warehouses that can best serve the organization's customers. Before considering location, however, it is essential for an organization to comprehend the purpose of its warehouses and the desired timeframe.

If an organization loses sight of its objectives, its distribution strategy may become fragmented. India's infrastructure for cargo storage, handling, and multimodal transportation has seen improvements, but still has many challenges.

Cargo storage, modern warehouse facilities with advanced systems are available in major cities and industrial hubs. Efforts have been made to upgrade ports, airports, and roadways for smoother cargo handling.

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Short delivery timelines lead to Grade A warehousing



Vineet Agarwal
MD
TCI

FACTORS BOLSTERING DEMAND

COVID has necessitated a shift towards digitization and contactless operations. As consumers went from traditional to online shopping, D2C, and quick commerce brands started revolutionizing the concept of doorstep deliveries.

With ever shortening delivery timelines, the need for easy storage, retrieval-based dark warehouses, and Points of Distribution increased. Hence, the rise in demand for modern warehouses near the point of consumption in urban cities. This phenomenon is spreading to tier II cities.

Many e-commerce categories such as retail, grocery, pharmacy, and food delivery may grow even further. As India

goes on to become a US\$5 trillion economy, volumes of production and manufacturing will grow. The support ecosystem around cargo clusters, distribution parks and the inherent operational efficiencies due to economies of scale will drive many companies to opt for larger warehouses. Warehousing

In the recent World Bank report for LPI 2023, India jumped six places to be on 38th rank out of 139 nations

ing capacity discussions with buyers are evolving from per square feet capacities to per cubic feet-based metrics—leading to larger warehouses. The need for reduction in CO₂ footprint has increased adoption of green warehousing, thereby adding to the demand for Grade A warehouses in India.

SUPERIOR INFRASTRUCTURE

The shift towards modern and compliant warehousing is commendable considering there is no designated area demarcated for warehousing in cities. Having said that, this rating is bound to change soon, due to

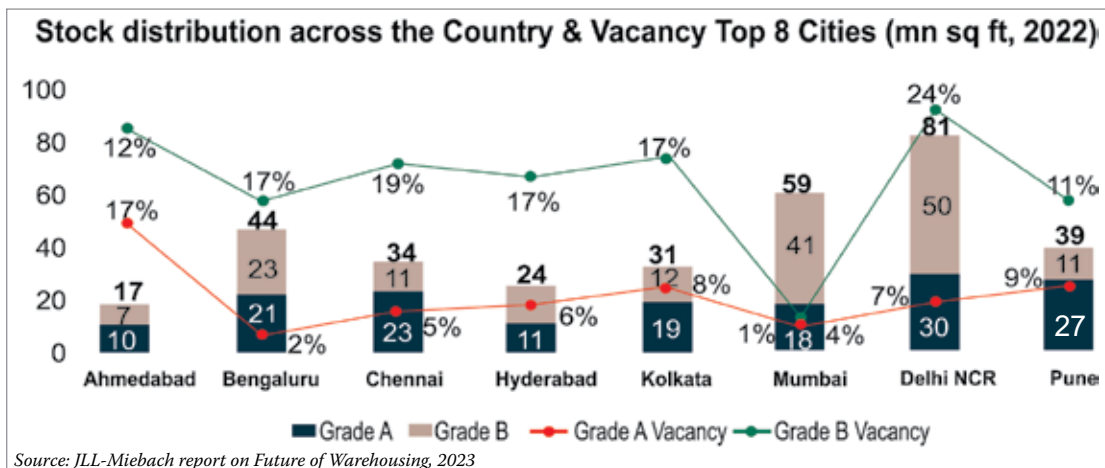
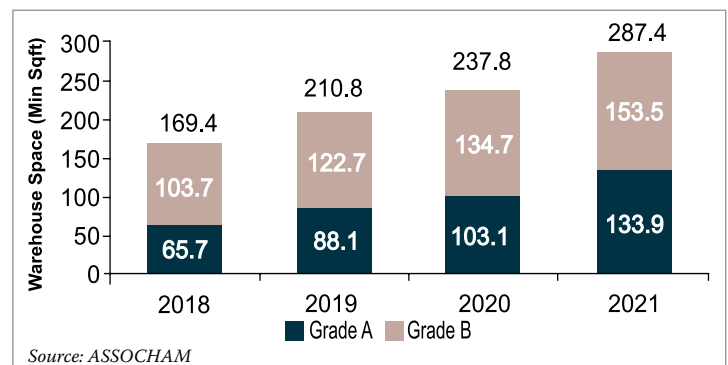


the fast-changing infra dynamism in India.

In the recent World Bank report for LPI 2023, India jumped six places to be on 38th rank out of 139 nations, reflecting the country's growth story. It is a proof the world recognizes India, as a nation that is improving on all fronts at a phenomenal pace. With continuous investment by the

Union government in projects such as Bharatmala Pariyojana, MMLPs, DFCs, Sagarmala and Inland waterways, the focus on creating world class infrastructure facilities is evident.

This will continue to help LSPs like us to reduce the TAT and trim needless costs. Thereby, playing a pivotal role in strengthening country's logistics value chain.



PREFERRED LOCATIONS

Top eight urban cities have the highest number of smart, automated, and Grade-A warehouses. Soon there will be an increase in demand of the smart facilities in tier II and III cities due to internet penetration, which has led to e-commerce boom, D2C, and food delivery. From retail, electronics, agriculture products to pharma, Grade A facilities in tier II and III cities, in the coming years, it will cater to the increased demand. 📍

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Technological innovation to fuel air cargo efficiency

Air freight handlers worldwide are thrilled with the recent technological innovations—Robotics, automation, Data Science, Blockchain, AI, Internet of Things and drones—being used for carrying out business operations efficiently by the carriers, and for loading and unloading on the ground level.



Ritika Arora Bhola

While digitization of air cargo processes continues across the industry, innovation and implementation of advanced user-friendly SaaS Solutions, technologies, robotics, and automation, the robust performance of air cargo and logistics is certain. Technologies such as RFID, GPS, e-AWB, ERP, ULIP, Kale's Cargo

Community System and ML, among others have given the sectors an edge over the others and the outcome has been phenomenal.

The industry and the government have invested a lot in digital innovation. Air freight handlers worldwide are thrilled with the recent technological innovations—Robotics, automation, Data Science, Blockchain, AI, IoT, and drones—being used for carry-

FACTFILE

- Air freight handlers worldwide are thrilled with the recent technological innovations.
- Stakeholders are deploying tech as it brings supply chain consistency standards.

ing out business operations efficiently inside the carriers, and loading and unloading on the ground level.

Stakeholders are deploying tech as it is believed to bring in supply chain consistency, adherence and performance as demanded by the customers. **CARGO** spoke to logistics experts to gain an insight on the digital revolution that is going to transform the industry all together.



Steven Polmans
Chairman
TIACA

A lot of automation using advanced technology is being done by the integrators, e-commerce, and distribution players. To achieve an efficient

and reliable supply chain, we should not only use technology to optimize an organization, but also facilitate cooperation and coordination and generate

“We should use tech to optimize an organization, and facilitate cooperation and coordination to generate visibility

visibility in cross-company processes. The actors in the supply chain should be able to work on ‘a single version of the truth’ that requires sharing, re-using,

and enriching data throughout a shipment’s journey.

We see a growing interest from ground handlers to digitalize processes with solutions that are fast and easy to implement. The companies need a simple manner to access business and operational forecast data to smoothen their own activities. Cross-company optimization initiatives driven by the airport, as part of an airport community system can leverage these technology investments

further. The more digitization becomes the norm and paper-based processes are eliminated, more attractive will the industry become for younger generation. However, in such a case, things might move slower.

On the one hand, the airports still hesitate as to where to commence, while on the other hand, moving a community more often than not takes a lot longer as it involves coordination, trust-building, and change management.



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

The logistics and air cargo industry has been evolving rapidly with the advancement of technology. The companies are investing in new technologies and skillset to provide solutions to their clients to keep up with the industry’s changing demands. Many logistics companies, for example, are utilizing Artificial Intelligence and Machine Learning to optimize their supply chain operations and increase efficiency. They are investing in new technolo-

gies such as Blockchain to improve operational transparency and security. Different organizations and geographic regions are adopting new technologies in the production environment at varying rates. To better serve their clients, the lo-

“Firms investing in in new techs and skillsets provide solutions to their clients to keep up with the industry’s changing demands

gistics and air cargo industries are constantly adjusting to new technologies and skillset. However, with all the development going on, we unquestionably need more public and private training institutes to provide more avenues and courses for training, including hands-on orientation to the newest technologies and tools available to the industry.



Alpna Chaturvedi
Chief Executive Officer,
MyLogistics Gurukul

Advancement in technologies and other processes, trainings, and skilling go hand in hand. It is not possible to introduce new processes and not bother to upskill or train people and make them job ready. In fact, as changes are taking place rapidly, it will be judicious to have a future ready workforce. The client/customer is also looking for better and prompt services. So, if the workforce is not ready, then the service will not be up to the standards,

resulting in unhappy clients. Many functions have changed from manual to automation; the workforce must be geared up towards making bookings online, checking availability of rates, issuing e-AWBs, ERP systems and documents fil-

“If the workforce is not ready, then the service will not be up to the standards, resulting in unhappy clients

ing. In fact, training is important for the participants to understand the repercussion of small mistakes—they may cause huge revenue loss for the organization/s. Now with the penetration of automation and causing a meaningful impact on many functions in the logistic cycle, I believe it must be adequately supported by trained manpower.



Anshuman Singh
Chairman & Managing Director
Stellar Value Chain Solutions

With increasing customer demand coupled with crunched timelines, logistics companies are taking up advanced technologies to transform their supply chain from a pure operations hub to being the epicentre of business innovation. Forward-thinking companies take time and effort to train their manpower with the right skillset needed to become efficient in providing first-class solutions, right from collecting data at every checkpoint and updating the status of raw materials flow in the appropriate condition and location of goods.

Machine Learning, Artificial Intelligence, and advanced analytics help drive automa-

tion and deliver insights that promote efficiencies among the skilled workforces. While there is still a huge learning curve with some of the more advanced technologies, there is no question the supply chain is during a frame-by-frame make-over. Technology is at the core of Stellar Value Chain Solu-

ML, AI help drive automation and deliver insights that promote efficiency among the skilled workforce

tions. For example, we have developed some proprietary tools such as SMART Space Manpower Assets Risk Management and Technology. These tools help in improving services provided to our customers continuously. We have customized apps for customers for Track & Trace specific to their need. We have created a control tower to monitor and manage the inventory across the entire supply chain. This has resulted in reduction of cost, time and effort for the customer thus enhancing their productivity.



Donna Mullins
VP
Kale Info Solutions

Our enterprise and community solutions are smart and offer complete automation and digitization of cargo operations by connecting multiple stakeholders along the air cargo value chain. They also enable seamless cargo movement and facilitation of electronic communication between pertinent stakeholders, including customs, redefining, and consolidating operations.

Our platforms are used by importers, exporters, forwarders, customs brokers, ground handlers, airlines, freight stations, customs, chambers of commerce, and transporters. They also have several fulfilment mechanisms, including a web portal, system-to-system

integration, and bureau service. Most CCS across the world are neutral. Their parentage is either carriers or airports or forwarder networks so there is a conflict of interest. However, our solutions have a completely neutral platform. During the pandemic, when business continuity seemed a dream, our solutions, our CCS as well as our point solutions, were seen as a saviour.

To empower them, we offered free trial of our PING solution for generation of e-AWBs for air cargo that boosted the market confidence worldwide, enabling users to survive the

We offered free trial of our PING solution for generation of e-AWBs for air cargo that boosted the market confidence

difficult times. Our PING product will be a game changer for the new EU ICS 2.0 as it will enable stakeholders to share data in an upstream manner for timely submission of the details to the various governments, for export FFM and import ICS.



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Nitish Rai
Co-Founder and CEO
FreighFox

India's road transport network is highly fragmented, as are most supply chains. This has led to multiple delays and near-zero visibility on shipments in remote parts of India.

Our SaaS platform is hosted on the most secure cloud environments, ensuring reliability, scalability, and data security

We address this by using advanced algorithms and millions of transportation data points to provide the best network design as well as suggest the best transport partners and optimal fleet size to fulfil any given requirement. We use predictive market intelligence so that clients pay the right prices for any route and minimize unplanned transport costs.

Also, with our visibility solution, clients are informed about where their goods in transit are. And for each new client, we conduct a Procurement Process Assessment so that they can benchmark themselves against their direct

competition and the market in general. This will help companies optimize their decisions and delight their customers. As more SaaS solutions emerge, the support ecosystem has evolved to keep pace with it. Our SaaS platform is hosted on the world's most secure cloud environments, which ensures reliability, scalability, and data security among others for our customers.

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



The ideation, induction and effective implementation of technology is a critical success factor across industries, and so is automation in terms of AI and Robotics in warehousing. It is not only limited to warehousing, but also imperative for the future growth of supply chain management, especially post-COVID, where we have experienced a difference in consumer consumption and demand patterns. Incorporation of RFID, GPS, IOT, automated monitoring systems along with co-Robotics or collaborative robots with human intervention and implementation of autonomous robotics, have contributed to the efficiency of work in the warehouse, logistics and supply chain management. Inevitably, we are on



Abhijit Verma
Managing Director, Avinya Logistics & Industrial Parks (AA Holdings)

our way to create smart sectors where storage, processes and

operations would be with higher accuracy, shorter time span, lesser to none-hazardous incidents, all adapting to the con-

AI and Robotics in warehousing are limited to warehousing and imperative for the future growth of supply chains

sistent changing demands and environment, thereby gaining stakeholder's satisfaction.

It is equally important to note that there are many start-ups who specialize in implementation of the technologies of drones and robotics in the warehousing sector and investments towards implementation of automation through Artificial Intelligence (AI) and Robotics in India, a proof for the critical implementation of technology for improved industries' performance.

We can imply that digitalization and automation of processes and operations kept the industry safe from the impact of COVID, which despite witnessing curbs be it in terms of supply chain or operations could still deliver and recover and establishing fulfilment of the prime objectives of technology—speed, span, and scope.



Nisschal Jaain
Founder & CEO
Shyppmax

Due to this, businesses must develop and modernize their supply chains:

1. To provide secure data access and visibility, implement scalable and secure cloud-based technologies.

Our platform is equipped to read and interpret location-based data that we use in the live-tracking of the shipments

Our platform is developed using the latest programs. We use AI and ML for giving freight price quotes to users on our platform. We use predictive analysis to come up with the best pricing that can be given to a customer. Our platform is equipped to read and interpret location-based data, which we use in the live-tracking of the shipments. On our Docu Plus service database, every piece of info pertaining to customs clearance, and EXIM documents will help merchants and customers with easy processing of their shipments. The supply chain tech streamline business processes. The competitive nature of today's economy leaves less space for inefficiencies.

2. Automate procedures to ensure effective and economical operations.

3. To create visibility throughout the supply chain, use predictive analytics and ML algorithms.

4. Use Blockchain to share data across stakeholders in transparent manner.

5. Ensure prompt delivery by using IoT solutions to track shipments in real-time.

6. Deliver customer service available 24x7 to address issues and give stakeholders' info.

7. Implement procedures to safeguard sensitive information and uphold stakeholders' privacy.



Gautam Mandal
Director, Products
Cargo Flash Infotech

Amid the whirlwind of digital transformation, one company is anchoring the change in the air cargo and logistics industry: Cargo Flash. Embracing advanced technology, they are changing the industry landscape and proving as a game changer in today's world.

Cargo Flash's all systems are hosted on MS Azure Clouds, ensuring high availability and disaster recovery. With an industry-leading uptime Service Level Agreement of 99.99 per cent, Cargo Flash guarantees minimal disruption, during peak data volumes.

In an era where data loss poses a risk, Cargo Flash offers robust security measures. Their solution provides integrated

information security, granting customers access to the latest threat prevention and detection technologies. Their ability to re-constitute lost information in a short time gives an understanding the importance of business continuity in a digital age.

Central to Cargo Flash's digital innovation is the NGEN system—an advanced application that harnesses the power of AI and ML to manage targets, budgets, and streamline operations. This system offers dynamic pricing and real-time sales planning, optimizing revenue and providing a competitive edge for airlines in the dynamic cargo landscape. The use of predictive insights and future indicators in the NGEN system allows for detection of imminent target breaches, aiding management in strategizing for

Cargo Flash's all systems are hosted on MS Azure Clouds, ensuring high availability and disaster recovery

maximized revenues. The crux of Cargo Flash's innovation lies their latest brainchild: Octoloop. This forthcoming neutral digital distribution platform is poised to revolutionize the logistics industry. Octoloop aims to provide a seamless booking experience for all stakeholders in the—airlines, GSA, CSA, and freight forwarders. It promises real-time booking and instant confirmation, ensuring a transparent transaction process.

The unique 'Expand your network' feature on Octoloop eliminates geographical restrictions for carriers, allowing them to expand their reach via digital interlining. This coupled with the platform's ability to auto-construct available routes and rates from multiple airlines, opens a plethora of options for customers.





Aashish Agrawal
Managing Director, India
Freightos

ocean and trucking. This rapid comparison of routes and rates from multiple sources lets forwarders price, quote and book capacity with airlines faster,

“We know cargo plays a key role in supporting the global economy and the networks are supported by digital networks

WebCargo by Freightos uses proprietary pricing and routing algorithms that can compare over two million services per search, across air,

easily adding up to one hour per team member per day. Based on bookings last quarter, WebCargo has helped forwarders save well over 20,000 of work.

When it comes to visibility, we provide clients with industry-leading data such as the Freightos Baltic Index, the daily and IOSCO-compliant container freight index, and the Freightos Air Index where clients are able to select a route and see live global freight rates, prices and trends. This is trusted by UPS or Amazon.

WebCargo's unique availability of consistently updated

data, provides our clients with the most comprehensive and reliable index of cargo market pricing, allowing them to make more informed booking decisions.

Our APIs provide real-time access to capacity, rates and instant eBooking, bringing additional value to clients by shortening the booking process, with integrations into many of the leading TMSs.



Glyn Hughes
TIACA Director General
The International Air Cargo Association

developments in Fintech world. We are seeing AI being used to forecast trade flows, which will lead to efficient and optimized operations. Anything that shares data and allows supply chain partners to have information, can take informed deci-

“We are seeing AI is being used to forecast trade and consignment flows, which will again lead to operations

Iam pleased to say there have been from truck slot booking systems that have made cargo drop off/collection process efficient and eco-friendly to digital distribution systems, whereby carriers have made their rates and schedules accessible and digital innovators have used the access to this data to create customized solutions for the forwarding community.

This has then been extended to digitalized settlement options, leveraging the latest

sions leading to efficient operations. And efficiency equates to cost-effective digital developments, which help smooth the air cargo process. If some innovations impede, drop them. Digital solutions take us from the old world of paper into the new world of data sharing on demand, ensuring partners get the information they need when they need it.



Peter Hewitt
Director, Global Cargo, Security and
Network Operations Centre, Dronamics

has resulted in an overall decrease in the amount of time required for the supply chain to operate efficiently.

Also, advanced cargo booking system allows for tracking messages to be sent to mobile devices based on key perfor-

“Advanced cargo booking system allows for tracking messages to be sent to mobile devices based on KPIs

Our industry is susceptible to market challenges—innovation is the key. Cargo is price sensitive, so innovation needs to be practical and have the potential for wide adoption.

We have spearheaded many innovations, which have resulted in a streamlined supply chain process. One of these is the reduction of dwell time, which we have achieved by shortening the cut off times for cargo acceptance and delivery by the customer. This

mance indicators (KPIs) that have been agreed upon with the customer. We are continuously seeking to improve the time of booking by gathering more data. This includes capturing important information such as the dimensions of the cargo, advance notification for hazardous goods, and other factors that have been identified by the customer. 🐦

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Export growth in commodity groups in April 2023

Sl. No.	Commodities	(Values in million US\$)		% Change
		APRIL'22	APRIL'23	APRIL'23
Commodity groups exhibiting positive growth				
1	Oil Meals	101.74	198.54	95.14
2	Electronic Goods	1671.46	2114.30	26.49
3	Rice	806.60	1000.29	24.01
4	Oil seeds	115.38	136.16	18.01
5	Ceramic products & glassware	310.31	363.72	17.21
6	Spices	315.82	361.43	14.44
7	Drugs & Pharmaceuticals	2066.86	2282.81	10.45
8	Fruits & Vegetables	284.85	313.23	9.96
9	Tobacco	98.32	104.49	6.28
10	Coffee	113.67	118.41	4.17
11	Cereal preparations & miscellaneous processed items	229.70	234.37	2.03
Commodity groups exhibiting negative growth				
12	Gems & Jewellery	3466.88	2425.42	-30.04
13	Other cereals	89.99	63.55	-29.38
14	Jute Mfg., including Floor Covering	45.71	33.41	-26.91
15	Cotton Yarn/Fabs./made-ups, Handloom Products	1159.49	887.89	-23.42
16	RMG of all Textiles	1574.37	1210.66	-23.10
17	Handicrafts, excluding hand made carpets	155.30	120.58	-22.36
18	Mica, Coal & Other Ores, Minerals, including processed minerals	489.50	386.28	-21.09
19	Plastic & Linoleum	796.83	645.86	-18.95
20	Organic & Inorganic Chemicals	2612.86	2147.62	-17.81
21	Petroleum Products	7860.29	6475.52	-17.62
22	Leather & leather products	395.55	326.86	-17.37
23	Cashew	32.76	27.08	-17.34
24	Carpet	125.00	105.19	-15.85
25	Iron Ore	416.32	354.46	-14.86
26	Man-made Yarn/Fabrics/made-ups	456.59	393.00	-13.93
27	Meat, dairy & poultry products	383.17	340.17	-11.22
28	Marine Products	633.82	567.62	-10.44
29	Engineering Goods	9677.95	8985.77	-7.15
30	Tea	49.13	47.61	-3.09

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

Import growth in commodity groups in April 2023

Sl. No.	Commodities	(Values in million US\$)		% Change
		APRIL'22	APRIL'23	APRIL'23

Commodity groups exhibiting positive growth

1	Pulses	99.14	150.95	52.26
2	Pulp and Waste paper	126.05	146.54	16.26
3	Machinery, electrical and non-electrical	3410.91	3930.43	15.23
4	Iron & Steel	1491.06	1707.42	14.51
5	Professional instrument and Optical goods	544.41	576.66	5.92
6	Silver	109.50	112.89	3.10
7	Machine tools	329.40	329.47	0.02

Commodity groups exhibiting negative growth

8	Project goods	119.46	32.19	-73.05
9	Sulphur & Unroasted Iron Pyrites	58.73	22.30	-62.03
10	Fertilisers, Crude & manufactured	1202.98	651.27	-45.86
11	Gold	1724.10	1008.92	-41.48
12	Vegetable Oil	1731.95	1078.33	-37.74
13	Organic & Inorganic Chemicals	3410.27	2340.70	-31.36
14	Metaliferrous ores & other minerals	779.82	554.23	-28.93
15	Coal, Coke & Briquettes	4923.64	3519.96	-28.51
16	Leather & leather products	83.63	61.62	-26.32
17	Pearls, precious & Semi-precious stones	2594.12	2108.28	-18.73
18	Medicinal & Pharmaceutical products	708.47	578.64	-18.33
19	Textile yarn Fabric, made-up articles	194.58	161.38	-17.06
20	Fruits & vegetables	240.12	199.60	-16.87
21	Transport equipment	1740.61	1481.42	-14.89
22	Petroleum, Crude & products	17633.07	15172.52	-13.95
23	Cotton Raw & Waste	52.56	45.3	-13.81
24	Dyeing/tanning/colouring materials	364.09	334.35	-8.17
25	Artificial resins, plastic materials	2025.18	1901.19	-6.12
26	Wood & Wood products	571.74	537.92	-5.92
27	Electronic goods	6793.42	6408.44	-5.67
28	Non-ferrous metals	1870.74	1772.75	-5.24
29	Chemical material & products	1035.6	988.09	-4.59
30	Newsprint	24.85	24.13	-2.90

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

Redefining supply chain strategies for growth

JW Ventures growth plan includes extending its services pan India for all logistical requirements. **Kruti Jobanputra, Director** shares the company has expanded its logistics presence in 3PL, 4PL, warehousing and cold storage facilities and has presence in Mumbai, Bengaluru, and Delhi, along with a pan-India transportation for containers.



Ritika Arora Bhola

How is the business shaping up for JW Group post pandemic? Can you take us through your ongoing projects?

COVID was a difficult time for all and a challenge for every industry. We at JW Ventures (JWR Logistics, JWC Logistics and JW Cold Store) were able to adapt to these changes and operate at full capacity. This gave our customers confidence in our abilities to adapt to any scenario. We believe our growth over the past year has been due to the extra efforts put in by our professional team. The pandemic played a major role in making companies redefine supply chain strategies.

Many companies are looking for logistics solutions to ensure they are strategically located to handle distri-

bution in an efficient manner and ensure that inventory is managed correctly.

We have expanded and extended our 4PL warehousing and cold storage facilities and now have presence in Mumbai, Bengaluru, New Delhi, and a pan-India transportation for containers.

What are the growth strategies adopted by your company?

- Our employees are the important to our company's success and future sustainable development. The success we enjoy today is founded on the commitment of our people over the past year.

We try and create an environment that allows the employees to feel comfortable and be able to perform to the best of their abilities

- Customer service is at the core of our values. We focus



Kruti Jobanputra
Director,
JW Ventures

on finding solutions that bring better efficiency to the customers supply chain and costs. This helps us create a relationship based on trust, which gives us more business, and recommend us to their peers

- Artificial Intelligence and technology are well developed, adapted, and implemented into our system. It plays a significant role in our performance and growth

Tell us about your recent advancements and investments done in technology?

Today, Artificial Intelligence and technology play a vital role in the growth of any industry. We have developed and adopted an Enterprise Resource Planning (ERP) system and upgrading our WMS along with upgrading our internal software is to a web-based system.

We are trying to move towards paperless processes such as online invoicing and paper less delivery, live status of cargo/container, and also provide more transparency to our customers.



The sector has seen many developments in the past few years due to the government's initiatives. There are plans to set up MMLPs at strategic locations. What progress is going on in this regard?

The Indian Government has been proactive, especially in the past five years, which has boosted the economy in many ways. Narendra Modi, Hon'ble Prime Minister, and his team have recognized the importance of development of infrastructure for boosting the industry.

- Government initiatives are what will take the Indian logistics sector on par with international standards. The goal of streamlining processes and reducing costs will attract more investment into the sector. These policies provide recognition to the logistics industry, as an important pillar of the economy
- Logistics can create large employment opportunities. Introduction of courses on supply chain and logistics will help generate employment and also address the current manpower issues

- With the new policies, we will be able to establish an efficient system to boost employment and reduce wastage

I am confident in times to come, more global firms will invest in the country and India will be one of the leading countries of the world.

What are the key growth drivers?

- Infrastructure development is the key today. The government and private players are investing heavily into developing and creating a world-class infrastructure

- Warehousing in India is in the process of transformation. There is a constant demand for better quality of storage solutions. The industry can benefit more from the increased usage of AI and technology to boost fast growing Indian economy

The key growth drivers for the organized logistics industry are:

- Continuous growth of Indian economy



- Paradigm shift from unorganized to organized players
- Proactive and minimal government regulation
- Introduction of technology such as AI and ERP systems
- Improvement of the infrastructure

How would you rate infra for cargo movement. Is it good enough to move a variety of cargo, including temperature-sensitive products or there's room for improvement?

India's infrastructure for cargo movement is on the constant path of improvement. The quality of roads and access to different areas of the country is increasing. There is, however, room for more improvement.

India has seen increased foreign interest in the past few years. Do you think India has the potential to become a manufacturing hub in the coming years?

Definitely. India can become a manufacturing hub in the coming years. To this end, government initiatives such as PMGS, Make in India, NLP, among others would put India on the world map. Even with these programs, the manufacturers would need support—land, work, and finance—to execute activities rapidly. To function as a manufacturing hub, the government would have to create

incentives to promote facilities to take India up to the global standards.

Tell us about the recent advancements done in sustainable ops, physical and digital infra, installed at JW Logistics parks for supporting efficient supply chain operations?

- Technology and sustainability are of significance in today's times. We have installed solar panels and multiple trackers on our machinery, to track the usage of fuel. We are trying to lower it by cre-

Introduction of courses on supply chain and logistics will help generate jobs and address current manpower issues

ating a more efficient yard, so that the flow of containers/cargo will require minimum shifts/relocation

- To preserve environment, we have installed water treatment plants and reuse the water. We do rainwater harvesting and we also recharge groundwater

- We are in the process of upgrading the technology. The current upgrades we are working on are the implementation of the ERP systems and moving our WMS to a web-based program

- We intend to upload all essential documents through a portal we have created for our customers. This will reduce the time our clients spend at the facilities and be able to submit documents quickly

- Our software will link and talk to the existing software of the customer/user

- These programs will allow us to capture data on our processes through which we would be able to find inefficiencies in our operations

In view of the changing environment, what is most critical for the JW Group to succeed?

- To transform service for our customers and create more facilities.

- To provide solutions for growing customer needs, and the firm will be a one-stop solution for their logistical needs

Share with us your expansion plans and projects in pipeline?

Our plan is to extend our services pan India. These include metros and burgeoning cities to cater to our customers in providing them facilities for their logistical requirements. 🐦

ACFI annual conclave for industry stakeholders

Air Cargo Forum India (ACFI) held its Annual Conclave at New Delhi. Piyush Srivastava, Senior Economic Advisor, Commerce and Industry Ministry and Jivisha Joshi, Deputy Secretary, DPIIT attended. The theme of the Conclave was Cargo Udaan-Connecting and Empowering Indian Skies. All stakeholders participated.





WFS launches operations at Kempegowda cargo terminal

Worldwide Flight Services (WFS) will upgrade and expand the two terminal facilities at its Bengaluru Gateway to shortly take the ultimate annual cargo handling capacity to more than 250,000 Metric Tons of general cargo and more than 80,000 MT of cold chain cargo in phases.



CT Bureau

WFS, member of the SATS Group, launched operations at Kempegowda International Airport (KIA), Bengaluru. WFS (Bengaluru) Private Limited, a 74:26 JV between WFS and airport operator Bangalore International Airport Limited (BIAL), will operate a cargo terminal facility at India's third largest cargo hub at Kempegowda International Airport, Bengaluru (IATA: BLR). It will have a concession period of 15 years beginning 24 May 2023.

WFS will also be the exclusive operator of BLR's Dedicated Cold Chain Facility during the concession period. WFS will be making significant investments into upgrading and expanding the two terminal facilities at its BLR



Gateway to shortly take the ultimate annual cargo handling capacity to more than 250,000 MT of general cargo and over 80,000 MT of cold chain cargo in phases.

John Batten, CEO, Europe, Middle East, Africa & Asia (EMEA), WFS said, "Our operation in Bengaluru repre-

sents the WFS' first foray into cargo handling in India. As the global leader in air cargo handling, the WFS looks forward to adding value to the Indian air cargo industry by introducing world class practices, ensuring better efficiency, and driving productivity improvements, which we believe to be

WFS will be making significant investments into upgrading and expanding the two terminal facilities at its BLR Gateway



well aligned with the Centre's National Air Cargo Policy and related ambitions."

He added, "We will introduce highest global standards for safety, security, environment, and operational excellence and invest in improving and expanding the cargo infrastructure at our BLR Gateway. Finally, we believe WFS can play an important role in aiding and facilitating the BIAL's air cargo growth ambitions, the broader Bengaluru region, and India overall."

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CVF held on current auto trends

The 7th edition of Commercial Vehicle Forum (CVF) was held recently in Pune. The show focused on the current trends in commercial vehicles, road transport industry, disruptive innovations, mobility, and sustainability. Manufacturers, auto suppliers, associations, CV dealers, government officials, and LSPs attended.



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Adoption of Grade A warehouses a challenge

TVS Industrial Logistics & Parks offers end-to-end industrial and warehousing logistics business solutions with stress on providing Grade A warehousing facilities in tier I, II, and III cities. The firm operates across 11 cities, including Hosur, Madurai, Chennai, and Vijayawada, says **Manikandan Ramachandran, COO**.



Ritika Arora Bhola

Tell us about the recent innovations and developments done by your company in the past few years?

We are focusing on leveraging innovative technology, latest construction heavy machinery and advanced water and power infrastructure to ensure timely project delivery and operational efficiency. Additionally, we

offer tailor-made supply chain solutions to our clients, provide end-to-end solutions after understanding their requirements. Our expertise in engineering, procurement, and construction enables us to offer solutions for setting up new custom turnkey facilities. We are committed to sustainable practices and have obtained Excellence in Design for Greater Efficiencies certification for our warehouses. They are designed

and constructed using green building practices, incorporating energy-efficient lighting, water management systems, and waste reduction measures, and minimizing harmful impact on the environment.

How would you rate infra for multimodal cargo movement in tier II and III cities? Will it be enough to fill demand-supply gap?

India's infrastructure for

multimodal cargo movement in tier II and III cities has shown progress, but the demand-supply gap can be improved. The increase in internet penetration, and the rise in demand for FMCGs, automobiles, and e-commerce in these cities presented significant growth opportunities for our businesses. Investments in infrastructure development, regulatory reforms and PPPs have the potential





Manikandan Ramachandran
COO
TVS ILP

to improve the multimodal cargo movement infrastructure in tier II and III cities. We have expanded our footprint in Madurai, Cuttack, and Visakhapatnam, among others, contributing to the seamless cargo movement in India. We aim to offer last-mile connectivity to our customers helping them expand their reach across

India through our hyper-localized network.

The warehousing sector is moving towards Grade A and tech-enabled warehouses. How much has been invested in the automated smart facilities?

Investments in Grade A facilities are being driven by increasing demand for organized warehousing space, changing consumer preferences, growth of e-commerce and online retail, advancements in tech, and evolving supply chain dynamics. These facilities are designed to offer improved storage ca-

Our expertise in engineering, and construction enables us to offer solutions for setting up new turnkey facilities

capacity, operational efficiency, and cost savings, making them attractive to investors, developers, and occupiers in the sector. Our focus at TVS ILP is to provide a built-to-suit warehouse to our customers and we have invested in modern warehousing infra with specifications that cater to the needs of our customers. In the past, we have assisted our clients to execute customized floor designs and help as a technical partner to ensure a smooth start to their operations.

How are you planning to expand your network across India?

We are currently focusing on BTS facilities, where our customers come first. We prioritize the highest level of customization, offering complete office interiors, cranes, landscaping, amenities, and power solutions to meet our customers' requirements. Our ongoing projects are spread across cities such as Coimbatore, Madurai,

Chennai, Vijayawada, Cuttack, Kolkata, Siliguri, and Guwahati, with plans to expand our network up to 30 cities. Our plans are aimed at broadening our presence across India, beyond just metropolitan cities, or tier II and III cities. We have set a target of achieving a 20 million square feet platform in different cities within a couple of years.

Throw light on areas of concerns/challenges in the warehousing sector when it comes to the storage, handling, and distribution, especially in tier II and III cities?

There are a lot of regulatory compliances with respect to buying and leasing land for construction of a warehouse. The slow adoption of Grade Warehouses with advanced features such as automated systems, proper material handling equipment, and tech-driven processes can pose challenges in optimizing storage, handling, and distribution operations.

Getting building approvals and land conversion are challenging as the tier II and III cities witness extended time for the approval process. These cities are used to grade B and C warehouses, which have come into city limits are close to them. Hence, we need to identify the new micro market based on the cities' recent development wherein we need to be taken into consideration of various factors such as availability of transporters in the vicinity, manpower, master planning, zoning of the land, among others. The new development shall be carried in the new micro market, which has to be identified.

Do you think the govt's initiatives such as NLP and Gati Shakti among others would provide a much-needed boost to the logistics and warehousing sector?

Indeed, these government initiatives are expected to bring about positive changes in the industry, create new opportunities, and improve the overall operating environment. The aim of the NLP is to enhance

logistics operations, boost multimodal connectivity, reduce logistics expenses, and improve efficiency of the supply chain ecosystem. PMGS focuses on developing critical transportation infra projects for ports, railways, roads, and steel sectors, which is likely to strengthen the multimodal connectivity in India.

The budget allocation for infrastructure projects, including the Indian Railways, and provisions such as coastal shipping with Viability Gap Funding for freight movement are likely to facilitate seamless cargo movement, reduce dependence on road transportation, and improve last-mile connectivity. The focus on digitization, automation, and development of smart warehousing is likely to enhance the efficiency of logistics operations.

How crucial is technology to enhance operational efficiency and reduce costs?

By adopting advanced technologies such as Artificial Intelligence, Machine Learning, IoT, Robotics, and automation, TVS ILP aims to optimize processes, reduce manual intervention, minimize errors, improve visibility, and enhance overall operational efficiency.

These technologies have the potential to streamline operations, reduce costs, and improve customer satisfaction, which are critical factors in the logistics and warehousing sector. We aim to embrace digitalization and automation in our operations to achieve improvements in productivity, accuracy, and cost-effectiveness.

FACTFILE

- Our plans are to broaden our presence in more than 30 cities.
- The new development shall be carried in the new micro market, which has to be identified.





ULIP gets terrific response from industry stakeholders

To enhance efficiency, reduce logistics costs and improve end-to-end transparency of business operations, the Union government launched ULIP in 2022, as an integral part of the National Logistics Policy, with an objective to promote ease of doing business and logistics efficacy.



CT Bureau

Unified Logistics Interface Platform (ULIP), the digital breakthrough, was formed with an objective of breaking individual silos, promote integration among various ministries/departments and create a single window thus bringing efficiency and transparency in the trade.

In the past few months, ULIP has received tremendous response not only from private industry stakeholders but also from the government departments, associations, and entities. Many industry players have adopted and integrated ULIP for the vast number of benefits it offers. More than 80 companies have signed Non-Disclosure Agreements (NDAs)

to access data from the ULIP. The ULIP enables the industry players secure access to related information to logistics and resources available with various ministries. At present, 33 systems from seven ministries are integrated through over 106

ness to access data through the platform, of these 81 entities have already signed NDAs and taking the benefits of ULIP. Nearly seven crore API transactions have taken place so far over ULIP gateway by the industry players.

After eight months of its launch, the ULIP portal, Goulip.in, has received registration from 500 players willing to access data through the platform

APIs, covering 1,600 data fields for usage by the stakeholders. Within eight months of its launch on 17 September 2022, the ULIP portal, Goulip.in, has received registration from 500 industry players with willing-

ness to access data through the platform, of these 81 entities have already signed NDAs and taking the benefits of ULIP. Nearly seven crore API transactions have taken place so far over ULIP gateway by the industry players.

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planning, timely update on destination of consignment, decreasing paper works, empty carrier and container visibility, inventory management, among others. By reducing regulatory, documentary, and other delays, ULIP enables structured planning by helping in decision-making of optimum use of modes of logistics, thereby saving cost and time.

The digital platform has emerged as a gateway for the logistics ecosystem to access data available with various government systems for track/trace, authentication, document digitization, process automation, and discovery services.

BENEFITS

- ULIP has been designed as an independent virtual gateway

without impacting or interfering with the regulatory and operational procedure of any concerned ministry. All modes of logistics, be it sea, air, road, rail, and waterways, are covered under ULIP, irrespective of type of cargo. So, data exchange for logistics is feasible.

- In ULIP, data is exchanged through APIs on request-response based manner, which makes onboarding of a new system faster and simpler. ULIP uses open standards, licences, and APIs, and promote interoperability.

- There is dedicated interface available for trade and industry players for fetching the relevant data based on a rule-driven mechanism. ULIP ensures data security and data confidentiality, while exchanging data in a secured manner. Any personally identifiable information automatically will be filtered through rule driven Personally Identifiable Information (PII) engine.

- ULIP has been developed as per the National Open Data Ecosystem (NODE) guidelines of the Union Ministry of Electronics and Information Technology (MeitY), which ensures data-driven efficient and agile government operations to serve the needs of citizens and stakeholders. ULIP adopts open and inclusive processes/SOPs focusing on accessibility, transparency, and accountability for promoting digital inclusion, overcoming digital divides, and encouraging cross-sectoral and inter-governmental coordination and collaboration.

ULIP has a dedicated portal that makes the process of data request simpler, faster, and transparent. The portal can

CargoShakti, Prism Johnson, TreZix Software, Shiprocket and AITWA have signed NDAs to access data on ULIP.

time, efficiency of different port operators, CFSs/ICDs and toll plazas, help identify bottlenecks across the supply chain.



be accessed through 'https://goulip.in/'. A dedicated support team is working 24x7 to provide support to the industry players for registration on the portal. After the registration, users need to submit their use-cases, which will then be reviewed based on the proposed usage of the requested data. Maruti Suzuki, DHL, Safexpress, Ultratech, TCIL, Jindal Stainless, Tata Steel, Yes Bank, BOSCH, Total Group, MapMyIndia, CargoExchange, Freight Fox, Conmove, Intugine Technologies, Eikonatech, Superprocure,

VISION & MISSION

Apart from ULIP, NICDC Logistics Data Services (NLDS) offers efficient Logistics Data Bank (LDB) service, aiming to provide easy-access single window visibility solution to streamline container logistics operations leveraging RFID systems. With successful implementation at key ports, ICDs, CFS, toll plazas across India, LDB has not only been able to improve the dwell time, but also reduce logistics cost. LDB provides detailed analysis of dwell time, average delivery

At present, LDB covers 17 ports (27 terminals), over 90 toll plazas, more than 350 CFSs, ICDs Empty Yards and Parking Plazas, 37 Special Economic Zones, and 3 Integrated Border Check-Posts.

The Logistics Performance Index (LPI) created by the World Bank (WB) to rank the member countries based on the performance of their logistics sector has recognized LDB as a contributing factor in improving India's rank from 44 in 2018 to 38 in 2023.



Anup Agarwal
Co-founder
SuperProcure

Since the launch of ULIP, Super-Procure has integrated ULIP-powered functionalities such as Vahan, Sarathi, FASTag, and FOIS with its existing transport management software. ULIP's Vahan and Sarathi APIs have helped automate the vehicle and driver document verification processes, reducing theft risk and improving TAT at the loading points.

The advance intimations also help fleet owners to keep documents up to date and minimize

the risk of non-compliance or vehicle rejection. Access to FASTag toll data and FOIS rail data is a non-intrusive way of real-time tracking material movements, creating better in-transit visibility for all stakeholders.

Leveraging ULIP APIs impacted ROI with a 95 per cent drop in vehicle/driver verification time, fraud prevention with verification, and vehicle direction. Cent per cent automated and accurate vehicle tracking with FASTag API and rail track-

ing with FOIS helps advance intimation to unloading points. Such integration aids in planning, reduced damages at unloading, and improved asset utilization for fleet owners.

Until today, ULIP integrations have enabled many manufacturing and construction enterprises via Super-Procure TMS to track four lakh shipments using FASTag, verify 80,000 vehicles using Vahan, and validate several driving licenses using Sarathi.



Saahil Goel
Co-founder, and CEO
Shiprocket

For the sellers, ULIP provides an opportunity to streamline their operations and offer a better experience to the customers. One of the key benefits is increased transparency and visibility into shipments.

The platform's APIs allow sellers to track their shipments in real-time, enabling them to plan their operations efficiently. Knowing where their shipment is and how long it will take to reach the destination, would allow sellers to communicate better with their customers. An improved

customer experience enables sellers to build a community of loyal consumers.

Another benefit is automation. The platform helps automate many of the manual processes involved in logistics. Delivering on providing transparency and visibility into shipments, ULIP has a dedicated portal enabling the process of data request to be simpler, and faster. For example, it enables logistics providers to access shipment data in real-time, thereby addressing issues arising during transit.



Haresh Calcuttawala
CEO & Co-founder
TreZix Software

TreZix has integrated with the Union government's ULIP to bring all modes of transportation under a single window to connect with its stakeholders. With this integration, TreZix can provide real-time visibility to its users and help them reduce logistics costs and improve efficiency. This integration has enhanced the overall trade visibility with various stakeholders of TreZix by reducing the cost of operation and ensuring the timely execution of opportunities.

TreZix can work to improve the competitiveness of Indian exporters. In the first phase, there will be five use cases of ULIP integration with TreZix.

The integration with the Union Ministry of Commerce and Industry, DGFT will provide the stakeholders of TreZix with real-time API link to check IEC Code. Integration with the Union Finance Ministry, ICEGATE, importer will have full details on shipment and real-time shipping bill status. Datasets available

from Union Ministry of Ports, Shipping and Waterways, and Union Ministry of Civil Aviation will offer real-time tracking of vessels, containers, and real-time flight cargo information with time of landing, among others.

In the next few months, TreZix envisions applying more cases on its platform with the ULIP integration, such as real-time tracking of Import Data Processing and Monitoring System and Export Data Processing and Monitoring System.



Uddhav Kumar
Co-founder & CEO
Lynkit

I would like to offer my thanks and congratulations to the Unified Logistics Interface Platform (ULIP) Team for its success. We have been closely working with the platform for several months now, and it has been an absolute pleasure. I truly appreciate the timely support and resolution that my team obtained, which allowed us to get the solutions in record time. I especially look forward to jointly developing many new use cases and having a long fruitful association.



Air cargo experts discuss pain points at WCS

World Cargo Symposium (WCS) 2023 was held in Istanbul between 25-27 April this year. The event offered sessions, specialized streams, workshops, executive summits, tackling aspects related to technology and innovation, security and customs, and sustainability. Air cargo experts from across the globe gathered at the event.



ACCB hosts charismatic musical evening for members

Air Cargo Club of Bombay (ACCB) held an Annual Ball 2023 on 27 May at Sahara Star, Mumbai. The event saw presence of members and their spouses. The glamorous evening saw who's who of the air cargo industry grooving over foot-tapping Bollywood dance numbers and enjoyed sparkling wines and scrumptious food.





PHARMA TALKATHON

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India is an international pharmacy not 'misnomer'



CARGOTALK in collaboration with Cargo Service Centre (CSC) conducted Pharma Talkathon Part II Digital Conclave on the 'Need for world-class cold chain Infrastructure in India' recently. The insightful webinar focused on various aspects of cold chain sector such as handling, transporting cold chain shipments, recent technological advancements, investments in improving infrastructure, especially for pharmaceuticals, the country developing the trade lane between Europe, and the USA for pharmaceuticals, the role of technology to maintain the integrity of temperature-sensitive shipments and a lot more. The key speakers included **Tushar Jani, Group Chairman, Cargo Service Center (CSC), Satish Lakkaraju, Senior Vice President, Global Head, Air Freight & Pharma, WIZ Freight, Radar Ventures, and Rashmi Karnad, Manager, Climate Control Product, Pharma, Qatar Airways.** The discussion was moderated by **SanJeet, Chief Executive Officer, DDP Group.** The webinar created a lot of impact and saw great participation from the stakeholders of the industry.



India has potential to become biggest e-commerce pharmacy

IS INDIA READY TO BECOME PHARMACY OF THE WORLD?

We must become self-sufficient on raw materials, mainly on the APIs for which we are still dependent on China. I think there would be a revolution of sorts if we are able to reduce this de-

supplier perspective, at present, we have 20 per cent market share, and to reach the 40 per cent nothing can stop us. Our cost of production as compared to the other nations is low, our regulations are easy as compared to the other countries, and in terms of value chain

of goods or intermediaries, components, or raw materials, but when it comes to finished goods, we beat China. The only thing that we do not have is the scale that China has. Our country must match that scale. With the kind of developments happening in Indian market for



Tushar Jani
Group Chairman
Cargo Service Center

We have pharmacists working in the terminal to educate the handlers about consequences of careless handling

pendency or cut it down completely. We are without doubt the largest pharma supplier globally, and the biggest opportunity for us will be from the e-commerce side. India has the potential to become the biggest e-commerce pharmacy. Our Indian pharma companies, be it Sun Pharma, Glenmark, Cipla, Dr. Reddy's, among others, are delivering drugs around the

and tremendous investments happening in the research for pharma and drugs—nothing can stop us.

INDIA VS CHINA PROJECTIONS

I think the reliability India offers, China can never offer that reliability, especially after COVID. We have started with a strong foundation that India

pharmaceuticals, I think we will remain biggest pharmacy of the world.

MANUFACTURING AND DISTRIBUTION

There is good amount of efficiency that is being brought into the domestic Indian pharma supply chain. We offer the lowest prices of medicines as compared to any other country in the world. We are the world's largest laboratory. By using Artificial Intelligence and Machine Learning, we get the exact data of more than 1.2 billion people, but matching research to equal that would be fantastic. We have huge clinical data in the country, and we can use it to our advantage.

TECHNOLOGY INTERVENTION

At CSC terminals in Mumbai, we have invested heavily in technology to ease the

workflow. We have pharmacists working in the terminal to educate the handlers about the consequences of handling shipments incorrectly. Our pharmacists at the terminal can differentiate between the different types of medicines. So, we have created that empathy. We have put sensors in all corners of the terminal so that they can provide information on the temperature required for shipments, directly to your mobile phones through Turant App. You can track, trace, and monitor your shipment, anytime, anywhere. Also with AI, customers get information about the shipments in advance. Even for where the shipment would get unloaded, if there is sufficient air, or if we need to increase the temperature of air-conditioner. We in the supply chain need to collaborate and work towards solving the inefficiencies.

The reliability India offers, China can never offer the same. The country is number one in terms of value addition in pharma products, more than China

world in just 20 minutes—that is the power we need to create in India in partnership with all the pharma companies. From a generic drug manufacturer and

can be reliable. The country has always been number one in value-addition when it comes to pharma, more than China. China has volumes in terms

Mindset of industry stakeholders needs to change



Satish Lakkaraju
Senior VP, Global Head, Air Freight & Pharma, WIZ Freight, Radar Ventures

Awareness is increasing among customers & partners, Indian airports have sufficient space, and they are GDP certified too

INDIA HAS WORLD-CLASS COLD CHAIN INFRA?

India has developed many pharma zones, which are not common and are not seen in other parts of the world. The terminal operators have invested heavily in developing infrastructure. The understanding of pharma is far superior in most airports in India than in airports in most developed countries. The airports in Delhi, Mumbai, Hyderabad, and Bengaluru have world-class infrastructure, but in the days to come, regional airports such as Ahmedabad and Goa will have great infrastructure too. In India, some airports are at an advantage because they started with a greenfield airport, but brown-field airports also need atten-

tion. We will be having new airports soon, and infrastructure in this regard is a priority. Awareness about the need for cool dollies has also increased in the country.

BOTTLENECKS

Today, India has resolved the bottlenecks in this field to some

points that customers, shippers, and agencies face today is Corrective Action and Preventive Action (CAPA), which is still manual and takes data from multiple sources to accumulate and do multiple analysis. If we can integrate data with airports, then you are stimulating a larger and faster report. India

SKILLED MANPOWER

Pharmacists and skilled manpower are required for cargo in the industry. But when it comes to pharmaceutical handling, we need trained personnel who know about the drugs. Cold chain handling needs a skilled workforce, such as the IATA certifications for pharma



extent. Indian airports have great infrastructure to support the industry's growth. Cargo loading and offloading happen quickly here. Indian customers are aware of the transport of pharmaceutical products, while airports need to be prepared. Awareness is increasing, Indian airports have sufficient space, and, moreover, they are GDP certified too.

RECENT ADVANCEMENTS AND DEVELOPMENTS

IoT is one of the most advanced tech that has come into being lately. With technology, you can identify the reasons why cargo has been lying on the tarmac for a longer time than the one specified for the shipment. Tech will help you be proactive in your approach. One of the pain

Today, with technology, you can identify the reasons why cargo has been lying on the tarmac for a longer time than the one specified for the shipment

has a first-mover advantage as all the technology companies are here. Global firms are coming up with live data. Today it is possible to get the data even from the middle of the sky, so customers get more visibility. Control towers are going to be established, even for the road trucking industry. The mindset of stakeholders in pharma needs to change. There are current challenges in this sector. Technology does not come cheap, skillset is expensive.

and dangerous goods handling, there is also GDP certification required. We have active and passive operators in India. Today, all the world's top operators want to be in India, but we have a shortage of staff to handle equipment, be it Csafe, Envirotainer, Va-Qtec, SkyCell, or Soft-Box, among others.



Uncontrolled tarmac timings a challenge for pharma



Rashmi Karnad
Manager, Climate Control Product,
Pharma, Qatar Airways

Considering the size of the country and its potential, India needs more development in the cold chain storage and distribution sector

INDIA HAS WORLD-CLASS COLD CHAIN INFRA?

With a current value of around US\$50 billion, while the Indian pharmaceutical industry ranks third in the world in terms of volume, India is the largest supplier of generic drugs globally and contributes as much as 60 per cent of international vaccines. India is also developing medical device manufacture, which will propel the country as a healthcare manufacturing hub in the next two decades. India has world-

class cold chain infrastructure to store, handle, and transport pharma and other temperature-sensitive shipments major airports such as Delhi, Mumbai, Hyderabad, and Bengaluru.

Significant investments have been made for infrastructure and technological development. In addition, the past few years have witnessed

TECHNOLOGY TO ENHANCE SUPPLY CHAIN RESILIENCE

Digitalization is a significant aspect of the supply chain industry, be it digitalization within infrastructure, upskilling resource, monitoring, visibility, and process automation. While the country is the pharmacy of the world, it is also the backbone of the global

a variety of apps to improve visibility and transparency of shipments. Today, visibility is vital, and healthcare customers require this for tracking and temperature monitoring. There are companies offering a variety of electronic monitoring devices for location, temperature, humidity, shock, tilt, pressure monitoring and several other parameters. Usage of electronic monitoring devices will lead to efficiency and product safety. The optimal benefit can be derived when all this information can be integrated and unified to benefit the end-user rather than silos. It is vital to have end-to-end data visibility as this will drive supply chain efficiency, product efficacy and integrity.

CHALLENGES IN LOADING/OFFLOADING PHARMA

Uncontrolled tarmac timings are one of the major challenges for air freight healthcare products globally. India to a certain extent has managed this well. Tarmac time is determined by factors such as size of an airport, scale of operations, type of aircraft, ground service equipment, distance between warehouse and aircraft parking bays, business of airports. These are not in the control of airlines or cargo warehouse operators.

Many airports are investing in cool dollies and reefer trucks. Airlines and ground



tremendous advancement in freight forwarding and vaccines distribution. Considering the size of the country and its potential,

India needs more development in the cold chain storage and distribution sector. There is room for growth. Some of the regional airports need to be developed more to avoid the current bottlenecks and players need to look more deeply into multimodal transportation. More participation from the industry is needed.

Some of the regional airports need to be developed to avoid the current bottlenecks and players need to look deeply into multimodal transportation

IT industry. When it comes to digitalization, the cargo industry has come a long way, but has a lot more to achieve. India has the willingness, enterprise, resources, bright minds who can take the industry to another level.

We have 5G technology and

handlers are also offering other modes of protection such as thermal covers.

All involved parties need to continue to collaborate this crucial area of air transport supply chain to increase investment as well as return on investments. 🐦

2nd edition of SCL Conclave held

Second edition of Annual Supply Chain and Logistics Conclave was held in New Delhi recently. Professionals prepared strategies for sustainable supply chain solutions, eliminate disruptions, advanced technology, and warehouse management.



Tech, workforce drive Express Roadways' future

The company believes in rendering reliable services and customized solutions for our esteemed customers 24x7. We are the trailblazer of this sector, and our organization is progressing by leaps and bounds. Recently, we have added another extension of our corporate office at Gurugram.

We commenced our journey on 7 July 1993 with an aspiration and determination to create value for our country as well as for ourselves. Since the past three decades, we are thriving on our so-called success, and it is a family owned and managed by professionals with clear vision. We have profound dominance in the field of Primary Transportation, Warehousing/3PL, Secondary Transportation/Distribution/Last Mile, Reverse Logistics, Fleet Leasing, among others

1. **Reefer vehicle transportation:** We have launched vehicles with a length of 32 feet and carrying capacity of 15 meters, considering the scope of reefer vehicle is increasing day by day. Planning to induct 100 reefer vehicles in coming years as well for smooth functioning of the business with FMCG sector.

2. **Express Trucking:** We have initiated the pilot project successfully with 15 vehicles. With the encouraging response received from the customers, we are inducting 100 more vehicles in this vertical.

- Elite clientele such as multinational companies, corporate houses, FMCG and new branches across the country focus 3PL with a professional team

run the business with real-time efficiency and information resulting in, load planning, faster turnaround time, better visibility at all levels.

Use of data analytics increases customer experience, accuracy and identify the strengths and weakness in all departments through various reports and MIS. With utilization of technology applications as our mode of communication at all levels provides us with an edge in running the business smoothly.

Recently, we have also added another extension of our corporate office at Gurugram location to expand our presence and customer interaction. Express Roadways delivers excellence with 4Rs—Response, Relationships, Reliability and Rates.

This scenario opens possibility of data leaks due to inappropriate handling in case of IT system breaches

- Launching of new verticals such as reefer vehicles and express trucking
- Planning to extend our reach to the other parts of the globe to have international presence and exposure

RECENT ADVANCEMENTS IN TECHNOLOGY, INFRA

India is becoming the hub of logistics service providers all over the world. This feat is due to the growth of our economy at an incredible pace. We have developed our ERP system, as per the needs of our organization and it is needless to mention, our IT teams play a pivotal role in the daily working. Hence it is their effort coupled with people in different domains that makes it possible for our organization to be at the pinnacle of this sector. Our vehicles are equipped with GPS, which enables us to



possessing 2,000 containerized vehicles, with more than 1,000 serviceable destinations monitored by 55 controlling offices across the country. With a professional strength of more than 1,000 dedicated workforce and 3,000 drivers.

We believe in rendering reliable services and customized solution for our esteemed customers 24x7 and incorporated our new services into Refer Mode and Express Trucking, believing it will give a great boost in the growth plan of the company for the year 2023-24.

EXPANSION PLANS AND PROJECTS IN PIPELINE

We are the trailblazer of this sector, and our organization is progressing by leaps and bounds and from this year onwards, we are focusing on a growth plan of 25 per cent year-on-year (YOY).

Our growth story is dedicated to:

- Each employee is working tirelessly to make it a reality
- The cynosure of our growth story is now we are incorporating 300-500 new vehicles every year



Manish Gupta
Executive Director
Express Roadways

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

Jeena & Co's 'J5' for freight forwarding and customs

Jeena & Company has introduced 'J5'—a freight forwarding, and customs clearance platform built on a completely new technology architecture. With a focus on streamlining resources and enhancing operational efficiency, the company has integrated cutting-edge technology into its services. The J5 platform is web-enabled and user-friendly, and comes with the latest UI-UX design, making it a game-changer for the company. With dashboard-based working and intelligent reporting, J5 is designed to enhance the workforce's productiv-



ity. "We believe tech is the backbone of modern logistics and supply chains," Meheriar Patel, Group CIO, said.

Rivigo by MLL opens Express Hub in Bhiwandi, Luhari, Pune



Rivigo, Mahindra Logistics Ltd., launched its first Express Hub in Bhiwandi followed by Luhari and Pune. With a network of 17 processing centres and 200 branches across India, the Express Hubs

will serve diverse industries, including e-commerce, consumer and engineering and will be operationally driven by a sustainable ecosystem. These new facilities are equipped with a range of features to ensure high-class capabilities, automation, and safety standards. Sreeram Venkateswaran, CEO at Rivigo, MLL said, "We are committed to provide safe and secure express deliveries to our clientele and warehousing network is a key element. With the launch of Express Hubs, we look forward to providing a larger reach, best-in-class service delivery, integrated and customised solution for inbound and fulfilment.

Balmer Lawrie opens CFS in Visakhapatnam

Balmer Lawrie, a diverse PSE with presence in manufacturing and services sectors has opened a Container Freight Station (CFS) in Vizag. Balmer Lawrie partnered with VPA to set up an MMLH spread over 53 acres to meet the growing logistic demands of the region. Balmer Lawrie & Company Limited, set up a Multi Modal Logistic Hub in JV with Visakhapatnam Port Authority, Visakhapatnam Port Logistics Park Limited. The Exim area will contain CFS, warehousing, cold/temperature-controlled warehouse among others.



Cargomen, varsity, LSCI tie up for PG logistics diploma

Cargomen Logistics has signed Memorandum of Understanding (MOU) with Bharathidasan University, Tiruchirappalli, and Logistics Sector Skill Council of India (LSCI) to launch a PG Diploma in International Logistics. This 15-month course comprises 12 months of classes and three months of capstone project will help logisticians acquire a PG quali-



fication, while they are working. The pact between Cargomen Logistics, Bharathidasan varsity and LSCI marks a milestone in teaching and knowledge exchange. Through this tie-up, we aim to foster nurture talent, and contribute to the development of the logistics industry. Prof L Ganesan, Registrar, Bharthidasan University, Prof Ganesan Sivapunniam, LSCI and Harihar Nath, MD, Cargomen inked the MoU.

Jogighopa in Assam to get India's first global MMLP

The construction of India's first International Multimodal Logistics Park in Jogighopa, Assam, is well underway, and the jetty is likely to be completed by this year-end. The park, which is being built at a cost of ₹693.97 crore, will provide direct connectivity to water-



ways, road, rail, and air, and is expected to be completed in 2023. Union Minister of Ports, Shipping & Waterways and Ayush, Shri Sarbananda Sonowal, visited the site recently to review the progress and expressed satisfaction at the pace of work. The development of the first International Multimodal Logistics Park is in line with Prime Minister Modi's vision of transformation through transportation. The project aims to revamp the transportation network in the Northeastern region of India, including neighbouring countries such as Bhutan and Bangladesh.

'Industrial & warehousing demand rises 11% YOY'

Easing of industrial and warehousing space rose 11 per cent YOY to 7.2 million sq. ft. during the January-March period across five major cities, driven by demand from 3PL and e-commerce firms, as per Colliers India. The report stated Delhi-NCR continued to lead in demand with a 29 per cent share, followed by Mumbai. 3PL players accounted for 41 per cent of the demand, followed by fast-moving consumer goods (FMCG) sector at 12 per cent. "The demand from the retail and FMCG sectors saw a three-fold rise year-on-year as



they expanded their presence in larger markets such as Delhi-NCR and Mumbai, as per a release.

NE's second domestic cargo terminal opens in Agartala



Tripura Transport Minister Sushanta Chowdhury inaugurated Northeast India's second largest air cargo terminal at the Maharaja Bir Bikram Airport in Agartala. Guwahati's Lokpriya Gopinath Bordoloi International Airport has the largest cargo terminal of the region. The new building was constructed at a cost of ₹17 crore and cargo handling facility was restored after being shut since December last year due to the absence of security vetting by Bureau of Civil Aviation Security.

Pradhaan, Teleport ink pact to boost India, south-east Asia

Pradhaan Air Express and Teleport signed a deal to employ the world's first converted A320 freighter to increase its cargo network coverage and palletized capacity on critical sectors, linking India and south-east Asia.

Nipun Anand, Founder and CEO, Pradhaan Air Express, said, "We are excited to partner with Teleport. This partnership is a major step towards achieving our goal. We



are grateful for the confidence reposed in us by the Teleport team." Francis Antony, Group Head, Cargo Commercial, Teleport also attended.



SRAM, MRAM investment for SpiceXpress to expand

The United Kingdom-based SRAM & MRAM Group tied up with SpiceXpress for an investment deal. As per the pact, SRAM & MRAM Group will invest US\$100 million in SpiceXpress. SpiceXpress was hived off by SpiceJet into a separate entity effective 1 April 2023, paving the way for the company to raise funds independently. "SpiceXpress is delighted to enter into a MoU with SRAM & MRAM Group for a US\$100 million investment into the company," says Ajay Singh, CMD, SpiceJet.

"We had recently hived off SpiceXpress into a separate company as we were confident about the potential of our tech-enabled logistics business. This investment should help SpiceXpress to expand and provide a more efficient service to its customers." Sailesh Lachu Hiranandani, Chairman, SRAM & MRAM Group said, "We are pleased to join hands with SpiceXpress in its promising future and growth story. We see growth opportunities in logistics and cargo space in India. We are confident SpiceXpress will contribute to India's growth story."

SCM Logistics World on 7 June, 2023



Block your dates for 5th edition of SCM Logistics World will be held on 7 June 2023, Radisson Blu, Mumbai with 150 SCM leaders attending. Centered around 'Embracing agility to future proof supply chain ecosystems,' the summit will provide you an opportunity to learn and network with CSCOs, Supply Chain Directors, and industry experts in the supply chain and logistics domain.

Emirates SkyCargo adds two B747-400Fs, to double capacity

Emirates SkyCargo has added two Boeing 747-400Fs to its freighter fleet and may double its existing capacity over the next decade. The cargo division of Emirates is expecting 15 more freighters to join its fleet from announced orders and its freighter conversion program, plus a boost in belly hold capacity from new passenger aircraft deliveries, starting with Airbus A350s in the summer 2024, followed by 777-Xs the year after. Over the next decade, the carrier will double its existing capacity, add over 20 new destinations to its freighter net-



work, and offer more flexibility and services to its customers with a fleet mix of 300 widebody aircraft.

Qatar Cargo, RwandAir launch Kigali Africa Hub



Qatar Airways Cargo and its partner RwandAir have launched Kigali Africa Hub. Qatar Airways Cargo's 'Moved by People' Boeing 777 freighter landed at Kigali International Airport. In the company of local dignitaries, freight forwarders,

partners, and customers, Guillaume Hal-leux Chief Officer, Qatar Airways Cargo and Yvonne Makolo, CEO, RwandAir officially launched operations at the Kigali Africa Hub. The Boeing 777 will fly from Doha to Kigali, twice a week.

HLT, Awery sign deal to launch h2A solution for carriers

Hermes Logistics Technologies (HLT) and Awery Aviation Software have launched a new joint software-as-a-service (SaaS) solution for airlines, called h2A. Powered by Awery and Hermes, who have entered into a pact, this cloud-based, end-to-end solution is designed to enable airlines to monitor all aviation business processes and cargo ops on an integrated IT platform. h2A is "the only platform to manage all processes across the lifecycle of a shipment, from warehousing to flight management and commercial activities".



Kenya Cargo gets CEIV pharma certification

Kenya Airways Cargo has been awarded IATA's CEIV Pharma certification for its KQ Pharma Facility as it targets healthcare market. The certification means Kenya Airways' pharma facility complies with IATA Temperature Control Regulations and adheres to global standards and practices in cold chain and pharmaceutical movements. Allan Kilavuka,



Chief Executive, Kenya Airways Group, said, "With this certification, we join a select group of global operators in reaffirming our diligence in transporting temperature-controlled and time-sensitive products via our pharma network." Dick Murianki, Director, Cargo, said, "Pharma shipments are challenging and necessitate maximum dependability from airlines. It is critical to maintain the required temperature.

GlobalX expands network, to get Airbus A321P2F

Global Crossing Airlines (GlobalX) is all set to receive delivery of another Airbus A321 Passenger-to-Freighter (P2F) conversion aircraft shortly. "Our next A321 freighter—N411 GX—the 'Spirit of Liberty' has now received all required FAA modification approvals



and is in final preparation before test flights this week and then delivery to Miami," stated GlobalX in an official LinkedIn post. The Miami-based airline stated the aircraft is due to become operational at the end of May. "We expect to place this aircraft into revenue service by the end of the month," added the post. GlobalX's received its first A321P2F in December last year after conversion by ST Engineering. In May 2021, GlobalX signed a Letter of Intent to lease five A321P2F aircraft with ST Engineering's Aviation Asset Management unit.

Central Airlines launches Shenzhen-Jakarta cargo route

China's Central Airlines has begun operating a new cargo route between Shenzhen and Jakarta. The route is operated by Central Airlines six times a week, with a weekly transportation capacity more than 120 tons. Central Airlines currently has a fleet of Boeing 737 freighters for cargo handling. Inbound freight comprises seafood from south-east Asia. The airlines will also carry tropical fruits such as durians and bananas in the future. Outbound cargo is electronic products and clothes. Last year, Central Airlines began operating



a 777F from Shenzhen to the Middle East and Europe on behalf of Zongteng subsidiary YunExpress.

WFS handed new contract by DSV for handling at Liege



DSV has handed Worldwide Flight Services (WFS) a long-term European Gateway cargo handling contract for Liège Airport in Belgium. This deal adds to a partnership between WFS, acquired by the SATS Group in April this year, and DSV. WFS provides air logistics services for DSV in Amsterdam and at Huntsville International Airport in Alabama in the USA. WFS is resourcing and operating DSV's hub facility in Liège, providing warehouse handling of cargo carried onboard the cargo charters and commercial freighters.

Ethiopian Cargo, cargo.one's customer booking platform

Ethiopian Cargo and cargo.one have jointly announced that the Ethiopian national carrier's cargo capacity will—from late summer this year—will be available for instant booking on the latter's airfreight booking marketplace. Freight forwarders from across the world will also be able to book Ethiopian Cargo capacity, they said. By featuring on cargo.one's digital marketplace, Ethiopian



Cargo will grow its visibility with cargo agents worldwide and "further enrich its brand into the digital realm", they stated in a joint statement.

WestJet extends deal with Germany-based Jettainer

WestJet Cargo has agreed a long-term extension to its deal with Germany-based ULD management services provider, Jettainer. The partnership between the two goes back to 2015. The contract extension was announced recently. Over the coming years, Jettainer will continue to manage WestJet's entire ULD fleet, providing additional main deck containers as the airline builds up



its all-new freighter services. Calgary, Alberta-headquartered WestJet, currently operates a Boeing passenger aircraft fleet of 100 737-700, 737-800, 737 MAX 8 and 787-9 Dreamliner aircraft. But this year will see a significant expansion to its cargo operations with the addition of four 737-800BCFs to its fleet. Three of the Boeing converted freighters have already entered service, and the fourth one is to all set to join. Late April saw the successful first freighter operations in WestJet's airline history.

Cargo Air orders fifth B737-800SF converted freighter

Bulgaria-based Cargo Air has ordered its fifth Boeing 737-800SF freighter conversion from Aeronautical Engineers Inc (AEI). The aircraft, (MSN 30881) slated to commence modifications in June 2023. All conversion-related touch work will be performed by authorised AEI conversion centre Commercial Jet in Miami. Angel Petrov, Fleet Purchase and Acquisitions Director, Cargo Air, said, "AEI has provided Cargo Air with sustainable freighter solutions since 2007. They have listened to our needs and collaborated with us on product innovations and features, which are not available on other B737-800 freighter conversions. "This is our fifth B737-800SF freighter with AEI and we will continue to rely on them for our fleet renovation in the future years, while replacing our B737 Classic freighters with 737NG freighters," he added. Upon completion of this order, Cargo Air will operate a total of 16 AEI freighters—a mix of B737-300SFs, B737-400SFs, and B737-800SFs freighters.

Movements

GMR GROUP INDIA

Sanjiv Edward has taken over as the CEO, Cargo and Logistics, for GMR Group last month. He will be responsible for handling DIAL's cargo business in Delhi, Hyderabad, Goa, and all upcoming airports, and continuing to drive strategic projects for DIAL. Earlier, he headed the DIAL, cargo where he was responsible for driving the Cargo Strategy and Development.



KUEHNE+NAGEL ASIA

Deepak Kumar has joined Kuehne+Nagel as the AIR Logistics Head for India, Sri Lanka, and the Maldives. In his new capacity, he will be working with the firm's AIR logistics team, leveraging his experience and expertise in logistics to drive the growth of the company's business for this cluster. Kumar has been associated with the company since 1999.



PML HEATHROW

Philip Booth has been appointed as the Finance Director for PML, the logistics and supply chain solutions provider. With 30 years of experience, he joined PML as the air, sea, and road logistics specialist and is spreading into the finance control area. Booth will be assisted by a team in PML and has supported multiple SMEs within the service delivery sector.



PML HEATHROW

Karl Gerding has joined PML as the Sales Manager. He joined the business in March 2023. Having an exemplary track record of working in logistics and perishable goods sector, his position with PML will see him working in supply chain logistics by air, road, and sea to expand the firm's portfolio requiring a seamless transfer of temperature sensitive goods.



ENVIROTAINER SWEDEN

Delphine Perridy Boile has joined Envirotainer as new Chief Sales Officer. As member of the Envirotainer Executive Management Team, she will lead all sales and marketing activity, taking care for meeting growth targets. She brings a wealth of expertise from the life sciences industry, having previously held senior sales roles at the IQVIA and CEGEDIM.



CHAPMAN FREEBORN IMEA REGION

Lloyd D'Souza has joined as the Regional Business Development Manager, India, Middle East, and Africa, (IMEA region), cargo, Chapman Freeborn. D'Souza, who has years of experience in the logistics and aviation industry, brings a wealth of knowledge and expertise to his new role. Lloyd will be responsible for driving the growth of cargo in the IMEA region.



HELLMANN WORLDWIDE LOGISTICS GERMANY

Natasha Solano-Vesela has joined Hellmann Worldwide Logistics as the Global Airfreight Director, Perishables. Following the takeover of Peruvian JV Hellmann Worldwide Logistics S.A.C. last summer, the segment, considered the growth driver in the industry, is to be expanded on a sustainable basis in next few years.



VIRGIN ATLANTIC CARGO UK

Mark Faulkner has been appointed as the new Head, Cargo Commercial at Virgin Atlantic Cargo. Mark brings a wealth of experience within the aviation sector and in the world of cargo to the airline. His background includes revenue management to network and alliances, spanning across the commercial spectrum and several major projects.



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JWL Cold Store: www.jwllogic.com;

JWC Logistics Park: www.jwclogic.com

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