

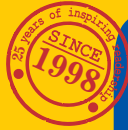
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# Clear skies ahead

## Indian air cargo industry takes off

Airlines should invest in dedicated cargo aircraft to meet the rising demand for air freight services, especially for time-sensitive and high-value shipments. There is a huge potential in growth of domestic cargo market with enhanced revenues, leading to infrastructural transformation, say experts.





Ritika Arora Bhola

**I**n 2023, the Indian air cargo market generated 2.2 million metric tonnes (MMT) of traffic—1/5th of the size of China and 1/10th the size of the United States of America air cargo market—with 30 per cent of the cargo traffic generated on the domestic and the remainder on the international. The cargo handled across the Indian airports is likely to touch 2.4-2.5 MMT by the end of 2023.

Domestic air cargo market, no doubt, has witnessed growth and development in the past few years—be it rise in cargo volumes and capacity, freighter fleet expansion—with the introduction of cargo planes in Pradhaan Express, Quikjet Airlines, IndiGo Cargo, Air India Express, global aircraft manufacturers such as Boeing and Airbus opening logistics centres in India, adopting digitalisation, improvement in infrastructure across airports,

development of AFSs, multi-modal cargo hubs, greenfield airports, warehouses, and DFCs—the industry has come a long way.

India's robust economic expansion, with the goal of becoming a US\$5 trillion economy, fuels increased production, consumption, and trade. Global companies are eyeing India for supplies as well as demand, amplifying the need for efficient domestic cargo transportation.

Consumer demand plays a pivotal role in the domestic cargo market. Airlines should invest in dedicated cargo aircraft to meet the rising demand for air freight services, said experts. There is a huge potential in domestic cargo market with enhanced revenues leading to infrastructural transformation. Advancement in technology has played a vital role in mitigating long operations into swift and error free processes. In this enhancement lie a plethora of opportunities for further growth in export cargo, they add. Earlier, air cargo was mostly concentrated in Delhi, Mumbai, Chennai, Bengaluru, and Kolkata.

**Advancement in technology has played an important role in mitigating long operations into swift and error free processes**

However, during the pandemic, the demand increased from tier II and III cities such as Ludhiana, Lucknow, Kanpur, and Bhopal. Due to increased domestic demand, many airlines have shifted to cargo to fulfill the demand of faster deliveries. Trade agreements and international trade policies can also influence the demand for export cargo transportation. The potential in Indian cargo market is high, but one cannot neglect the ground reality—the crucial areas that need the immediate attention of the government and the private stakeholders.

As much as 18 per cent GST on air freight, cargo movement has been restricted at AAICLAS operated regional airports due to lack of cargo scanning equipment, high operating costs, lack of trained manpower and need for narrowbody aircraft to transport the cargo from interior areas and Northeastern cities, congestion at the terminals during peak hours, resulting in delays are some of the issues the sector is grappling with.

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## GOVERNMENT TO INVEST IN MORE FREIGHTERS

1. e-commerce boom: the rapid growth of e-commerce in India has led to an increased demand for efficient and fast logistics solutions. e-commerce firms rely on air cargo to expedite the delivery of goods to customers, which gave a boost to air cargo traffic.

2. Export-oriented industries: industries such as textiles, automotive components, and electronics are reliant on air cargo for export of their products. A competitive international market necessitates faster shipping options.

3. Infrastructure development: investments in infrastructure, such as cargo handling facilities and dedicated cargo terminals, and AFSs will improve efficiency and capacity of air cargo operations in India, making it attractive to businesses.

4. Government initiatives: government policies and initiatives aimed at promoting



**Vipin Vohra**  
Chairman  
Continental Carriers

trade and exports, such as the PMGS, NLP and Make In India campaign can boost the volume of goods transported via air cargo.

5. Integration with global networks: Indian airlines and cargo carriers are expanding their reach and forming partnerships with global airlines, enhancing connectivity.

### Potential opportunities

A growing economy generates demand for domestic cargo

transportation. As businesses expand and consumer demand increases, there is a greater need for ferrying goods within the country. The rise of e-commerce has increased the demand for domestic cargo services wherein efficient and reliable logistics is required by online retailers and delivery firms to fulfil customer orders. This can be achieved

**As businesses expand and consumer demand increases, there is a greater need for ferrying goods within the country**

with infrastructure, such as roads, railways, and airports. This can lead to efficient and cost-effective transportation of goods. The adoption of advanced technologies, such as automated warehouses, Internet of Things (IoT) tracking

systems, and data analytics, can enhance cargo operations efficiency, driving market growth. Since opportunities for freighter fleet growth support export cargo, this depends on various factors, including export volumes, trade policies, and the competitiveness of a country's exports. If a country's exports are on the rise, there is likely to be a need for additional cargo capacity.

The volume of export cargo and the available capacity are significant factors. Airlines and logistics companies will invest in additional freighters if they see a sustained demand for their services. Trade pacts and global trade policies can influence demand for export cargo transportation. Trade liberalization efforts may lead to increased exports and a need for cargo capacity.

### Crucial concerns

1. Insufficient and outdated transportation infrastructure such as railways, ports, and airports can hinder smooth and seamless cargo movement. Investments in infrastructure



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development, including cargo capacity expansion, are significant for growth of domestic cargo and cargo volumes.

2. Improving last-mile connectivity is essential to ensure that cargo reaches its destination efficiently. Inadequate road connectivity, congestion at the terminal, and urban planning challenges can more often than not disrupt the flow of goods.

3. Promoting intermodal transport (combining multiple modes of transportation, such as roadways, railways, and waterways) can improve efficiency of cargo movement and reduce congestion on the roads.

4. Ensuring linkage in remote and interior regions is vital to promote economic growth.

5. Airport connectivity of the tier II and III cities can promote expeditious movement of domestic cargo from these cities.

## CARGO CAPACITY TO GROW WITH FLEET EXPANSION

### Growth drivers in 2023

- e-commerce: increased demand for quick and efficient product delivery



**Aditya Shah**  
Executive Director, V-Trans India and  
CEO, V-Xpress

- Pharmaceuticals: preferred transportation mode for pharmaceutical exports
- Perishables: essential for transporting fruits, vegetables, and seafood
- Manufacturing: growing manufacturing sector driving demand for cargo
- Government initiatives: pro-industry initiatives to develop airports, cargo terminals, and streamline customs procedures

### Additional factors benefiting air cargo market:

- Improved infrastructure: investments in the airports and air cargo infrastructure

- Growing trade: rapid growth in the country's international trade

- Favourable government policies: Supportive policies for the air cargo sector

## Focus is on expanding air freight ecosystem with plans to increase revenue through growth of belly capacity

- Air freight companies: focus on expanding their freight and cargo ecosystem with plans to increase air cargo revenue through growth of belly capacity

- Significant cargo capacity: increase with fleet expansion in the coming years.

- Initiatives: air freight companies are taking initiatives to support the growth of air cargo capacity

- Air cargo to grow: the government aims to grow the air cargo industry to 10 million

tonnes by 2030, pointing to substantial growth

- The dynamic growth: the rise of air cargo market in India is in line with the country's growing economy

- Opportunity for India: to establish a cargo carrier with a wide-body freighter fleet

- Opportunities exist for further growth in the freighter fleet to support export cargo in the country

### Bottlenecks

- Infrastructure: the Indian air cargo infrastructure is relatively underdeveloped, and this is a constraint on the growth of the industry. The government is investing heavily in improving airport and cargo infrastructure, but more needs to be done

- Cost: the cost of air cargo in India is relatively high, and this makes Indian exports less competitive. The government is taking steps to reduce the cost of air cargo, such as providing subsidies for the purchase of freighters and reducing customs duty on imported freighters

- Skills shortage: there is a shortage of skilled workers in the Indian air cargo industry.







This is a challenge for airlines and logistics companies, as it makes it difficult to find qualified staff. The government and industry stakeholders need to work together to address this skill shortage

- **Competition:** the Indian air cargo market is becoming increasingly competitive, with new airlines and logistics companies entering the market. This is putting pressure on the existing players to reduce costs and improve efficiency

## CAPITALIZING ON AIR CARGO POTENTIAL

When we talk about the Indian cargo landscape and its growth, a few things stand out. e-commerce has skyrocketed. More people are shopping online, and they want their goods delivered fast, which fuels air cargo. Then there is the government's push to elevate our infrastructure game and those impactful campaigns such as Make In India—they are seriously boosting manufacturing and, in turn, exports. And let us not forget our pharma sector. With the world looking to India for vac-



**Amit Maheshwari**  
CEO  
Softlink Global

cines and medicines, it is a no-brainer that air cargo plays a massive role there.

The domestic cargo market is an area of potential. With our rapidly urbanizing centers and a surge in consumer demands, there is an upward trajectory in internal goods movement. For freighter fleet growth for exports, there is a definitive need. Our diverse export sectors, ranging from IT to textiles, indicate a compelling case for expanded and specialized air freight ca-

pacities. However, it is essential to also address concerns. While we are making strides in infrastructure, some of our airports are still dealing with capacity and congestion issues. Efficient air

**The government is taking steps to reduce cost of air cargo by providing subsidies for the purchase of freighters and reducing customs duty on imported freighters**

cargo handling, streamlining clearance processes, and ensuring technology keeps pace with the demand in areas that we need to focus on. At Softlink Global, we always emphasize the pivotal role of technological integration in shaping the future of logistics sector.

## MSMEs, e-COMMERCE, BOOSTING GROWTH

The rapid growth of the economy is the driving force behind success of cargo industry. As the economy continues to expand at an impressive pace, there is a need for efficient transportation of goods and commodities. This surge in economic activity fuels demand for air cargo services, as businesses look for faster and reliable shipping solutions. The ongoing digital transformation, accelerated by COVID, has played a pivotal role. The modern business environment demands higher-quality services. Technology-driven solutions enable the industry to bring transparency, accuracy, and day-to-day operations, particularly last-mile delivery, a critical component of air cargo logistics.

Another factor is the increasing market demand. Freight logistics companies experience a surge in demand from an expanding market segment in India. They are adapting to address capacity shortages, handle fluctuating volumes, and meet peak-season needs. This adaptability



makes the industry responsive to market needs. Infrastructure development, supported by the government's commitment to upgrading air transport facilities, is another key driver. These enhancements will enable the Indian airports to serve as transshipment hubs, contributing to the economy's growth by facilitating smoother cargo transit. Regulatory and compliance improvements, coupled with strategic partnerships and the optimal use of global hubs, are enhancing the industry's competitiveness, and fostering its growth.

The domestic cargo market offers a landscape for growth, driven by key factors. India's robust economic expansion, with the goal of becoming a US\$5 trillion economy, fuels increased production, consumption, and trade. Global companies are turning to India for supplies and demand, amplifying the need for efficient domestic cargo transportation. Consumer demand, especially within the e-commerce sector, plays a pivotal role in the domestic cargo market.



**Ketan Kulkarni**  
CCO  
Blue Dart

e-commerce relies heavily on effective logistics for swift and efficient deliveries. India's digital transformation, marked by internet access and a well-established digital payment infrastructure, facilitates e-commerce growth, leading to higher shipment volumes and opportunities for cargo service providers and airlines. The thriving MSMEs sector contributes to India's economy. As these businesses expand, they generate increased cargo traffic for the transpor-

tation of raw materials and finished products.

### Expand freighter fleet

The potential of the domestic cargo market necessitates additional freighter fleets. Airlines can invest in dedicated cargo aircraft to meet the rising demand for air freight services, especially for high-

## Global firms are turning to India for supplies and demand, amplifying the need for efficient domestic cargo transportation

value shipments. Blue Dart is equipped to cater to the evolving demands of the air express industry and meet the growing demand.

### Challenges

Demand volatility, persistent global trade hurdles, infla-

tion trends, seamless integration of technology, environmental sustainability and capacity limitations, cybersecurity threats, regulatory compliance, workforce challenges, and intensifying competition are some of the issues underscoring the industry's need to adapt and innovate, while ensuring stability, sustainability, and resilience. Key factors such as boosting air cargo sector will continue to be a reasonable cost environment and robust support infrastructure.

### AIR CARGO DEMAND RISING FROM TIER II, III CITIES

1. Increased e-commerce demand: The e-commerce sector is experiencing an upsurge in demand due to changing customer demands and the need for speedier deliveries. Air freight is the fastest option to meet this need quickly.

2. Cutting-edge technological solutions: The industry is adopting the advanced technology such as AI, integrated logistics portals, real-time tracking, and paperless sys-



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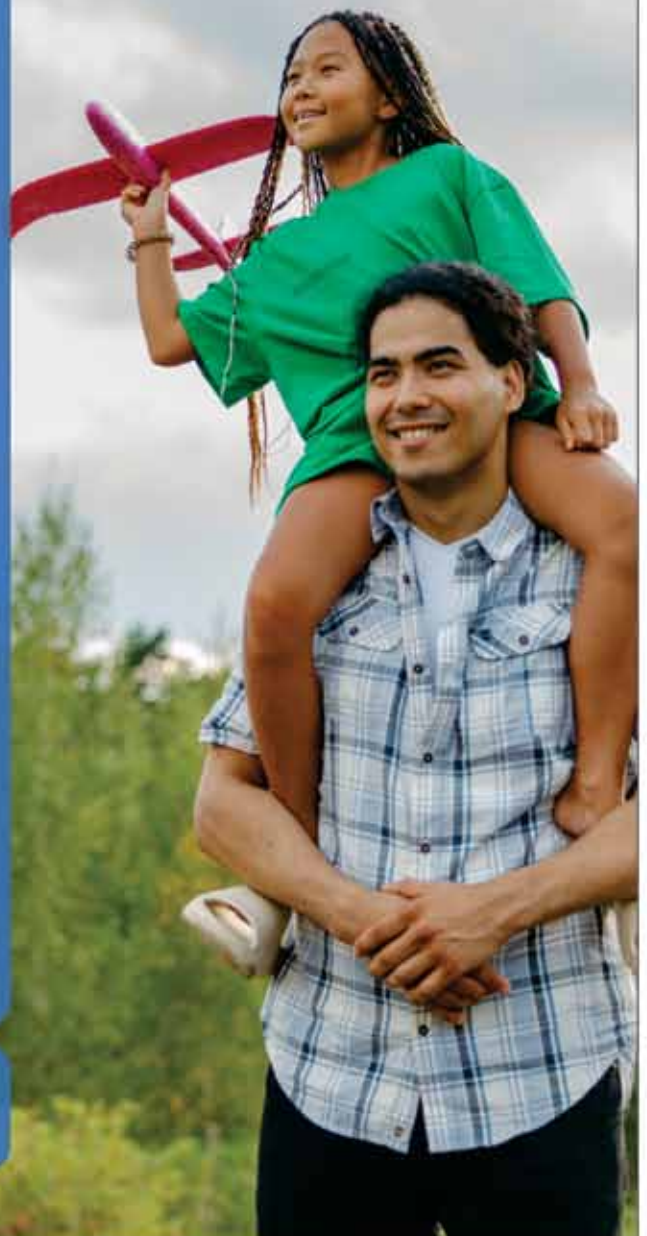


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**Nikhil Agarwal**  
President  
CJ DARCL Logistics

tems. They are assisting the industry in enhancing terminal cargo handling and accelerating international cargo transportation.

3. Demand for perishable goods: India is a huge supplier of perishable products. Air cargo is the best way to deliver the products in maximum speed in a bid to maintain freshness and quality.

4. Government initiatives: The Indian government has implemented various schemes and initiatives to promote trade such as Make In India and Digital India campaigns. These initiatives have led to increased exports and imports leading to higher demand of air cargo.

**Due to increased domestic demand after COVID, many airlines have shifted to cargo to fulfill the demand of faster deliveries**

5. Infrastructural development: The Indian government has invested heavily in infrastructural development of terminal for air cargo. The Union Ministry for Civil Aviation has announced that they will be establishing 33 new domestic cargo terminals by 2024-2025,

which will allow our cargo sector to flourish.

6. Potential opportunities: India as a market has potential of growth in the domestic cargo market. Earlier, air cargo was concentrated in Delhi, Mumbai, Chennai, Bengaluru, and Kolkata. However, during COVID, the demand, especially for e-commerce, increased with most of the demand coming from tier II and III cities such as Ludhiana, Lucknow, Kanpur, and Bhopal implying an increase in the domestic demand. Due to increased domestic demand, many airlines have shifted to cargo to fulfill the demand of faster deliveries. Additionally, the government has taken steps to boost domestic air cargo by establishing new domestic cargo terminals, greenfield and brownfield airports to boost air cargo in India.

India as a budding market has lots of opportunities for growth in freighter fleet growth to support export cargo. An important change







towards e-commerce was sparked by COVID as more people started engaging in online buying. Consumer behaviour is changing because of the recent boom in e-commerce activities. The government's strategic measures, such as the 'Make in India' campaign, among others and allowing foreign direct investment in manufacturing, has opened the doors for export-focused production in important industries such as electronics and pharma.

Air cargo activity started expanding. But the prohibition of domestic-only legs run by international carriers have complicated the market further. This action is expected to have an impact on the dynamics of air freight, prompting domestic carriers to change and increase their services.

### Challenges

1. Expensive mode: Ferrying by air is a costly affair, and the vertical faces challenges due to fuel price fluctuations. While prices on passenger carriers have decreased, those for air freight have seen a surge.

2. Terminal congestion: airports in Bengaluru, Mumbai, and New Delhi are some of the busiest, leading to terminal congestion. The burden of handling air cargo at these terminals is enormous.

3. Infrastructure issues: due to road transportation having a huge market share, there is a need to expedite infrastructure for air cargo. The government has started many projects to ensure best-in-class infrastructure.

4. Unfavourable weather conditions: due to uncertain weather conditions, shipments frequently get delayed, leading to a rise in expenses.

5. Time-consuming security: stringent security measures to ensure hazardous goods are not being ferried, delay the clearance process. These processes ensure the shipments are not tampered with and have been packaged and labelled correctly.

6. Complying with rules and regulations related to import/export licensing, insurance, taxes, often pose hurdles for

cargo security and delay the clearance process.

### COLLABORATION WITH PVT SECTOR ON PPP WISE

Key growth drivers in the Indian cargo market include e-commerce, a growing sector,



**Sunil Kohli**  
Managing Director  
Rahat Cargo

digitization and start-ups, implementation of a single GST regime, the focus on logistics sector under the PMGS, and NLP. Government support to take on board the MSMEs to

digital platforms. Vital efforts should be made to improve efficiency, interdepartmental coordination, risk management and data sharing between government and stakeholders through automation. e-commerce should be targeted as the driver of growth and for linking MSMEs to global value chains. To achieve growth in domes-

**Better quality of roads, traffic management, linkage to tier II and III cities will enhance smooth and seamless connectivity**

tic market, efforts need to be made towards growth in e-commerce, SMEs/MSMEs, and collaboration within and across networks technology adoption (NTA).

This apart, better quality of roads, traffic management,

linkage to tier II and III cities will enhance smooth and seamless connectivity. Collaboration with the private sector on PPP basis is also advisable in this connection.

### Domestic freighters

There still exist plenty of opportunities for freighter fleet operation since these are scarcely used in domestic air transportation due to a high number of belly capacity being already available. Thus, the freighter operations have struggled in the Indian domestic market by 80 per cent of domestic cargo traffic is carried on pax aircraft. India has seen growth in freighters, but Indian carriers have not participated in this growth.

### Areas needing attention

Development of dedicated freight corridors, slow and uncertain movement of trains, lack of secure uploading and downloading facilities at stations, issues related to service quality and safety of consignment. Roll-on-Roll-off (Ro-Ro) facility is available at selected destinations. Shortage of skilled manpower/workforce at different regulatory agencies and gaps in skilling programmes. A call must be

given for better and close co-ordination among all the related agencies so as to move forward towards digitization and doing away with paperwork. Shortage of skilled manpower/workforce at different regulatory agencies should must also be addressed.

### WAREHOUSES DRIVE GROWTH IN DOMESTIC HANDLING

India is one of the world's fastest growing economies wherein domestic airlines have witnessed annual growth rate of 42 per cent highlighting the pandemic recovery and increasing demand for cargo handling. Developing warehouses is one of the driving forces for growth in domestic cargo handling. Expansion and re-development of road, rail network, including airports, are a must for economic growth. Development of intermodal transportation system would enhance operations efficiency and cost-effectiveness.

### Cargo capacity, infrastructural transformation

Union Minister for Civil Aviation M Jyotiraditya Scindia's strategy is focused on enhanc-



**Pushpendra Pratap Singh**  
Country Head  
Asia Shipping

ing cargo capacity, ensuring that there are no bottlenecks for aviation industry and have simplified process and procedures to move cargo hassle free. There is a huge potential in domestic cargo market growth with enhanced revenues leading to infra transformation. Advanced technologies played a vital role in mitigating ops into swift and error-free processes. IGIA anticipates for freighter fleet growth supporting export/import movement.

### Impediments

Air cargo is facing several challenges having cata-

strophic effects concerning environment. Airlines often explore options to reduce carbon emissions by using fuel-efficient aircraft, reduce flight delays and low carbon alternative fuels. Efforts have been made for technology enhancement but there is "further" effectiveness requirement of op-

### Development of intermodal transportation system would enhance operations efficiency and cost-effectiveness

erational excellence. Another crucial area of concern is safety and security regulations. Appropriate action is required for non-complaint shipments to those seeking to evade rules. Liberalisation in liberal trade policies require supportive rules for development and growth alignment as per market needs. 📌







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# Urgent need for more air transportation hubs





Transshipment hubs at all major airports have become a necessity as they have a positive impact on cargo movement to and from India. They facilitate cross-border trade, reduce transit times, costs and enhance connectivity. They make it easier for exporters to reach global markets thus boosting competitiveness.



Ritika Arora Bhola


**D**elhi International Airport Limited (DIAL) welcomed the first batch of transshipment cargo from Bangladesh in March 2023, thereby paving the way for a cost-effective route of export cargo internationally. The Delhi airport received approval from the central government to allow DIAL to serve as a cargo transshipment hub between Bangladesh and other international destinations. The first batch left Dhaka, reached DIAL, and left for its destination in Spain.

The transshipment cargo reached Delhi via the Bangladesh-India border at Benapole-Petrapol. Once the consignment left the border after all security checks, the manufacturers were able to track the shipment throughout its journey, including during security clearances, and uploading on the aircraft, and its arrival at the Delhi Airport. India is investing in road and rail links with Nepal, Bhutan, and Bangladesh to boost transit trade.

The Delhi airport launched a surface to air transshipment service for Bangladesh cargo. Trucks bring the cargo to IGIA from the Benapole-Petrapole border, from where it is flown to European destinations such as Zaragoza, Frankfurt, Paris, Milan, and Amsterdam. As per experts, there is a robust flow of goods from

ASEAN countries to the Middle East, Europe, and the United States of America. India's geographical position places it in the middle of this route, providing opportunities to leverage this dynamic. The airlines can achieve scale economies by consolidating cargo from Eastern countries along with finished goods from India and ferrying them to the Middle East and West at competitive rates.

Sectors such as textiles, electronics, pharma, perishables, aerospace, and defence offer opportunities for growth. Such an approach will not only boost transshipment cargo, but also impact the export and import cargo positively, as freight rates may decline due to the combined EXIM volume and transshipment cargo in the freighters. Increased transshipment activities will enhance linkage, which will improve the delivery times for Indian EXIM cargo. Celebi Terminal Management India's recent achievement in handling about 1,500 MT of Europe-bound Bangladesh-originating transshipment cargo in August 2023 boosted the industry's confidence to facilitate transshipment services and pursue such opportunities.

 speaks to industry stalwarts to understand more about how air transshipment hubs are needed to boost cross border trade to and from the air cargo industry.



## BUILDING AIR TRANSIT CARGO HUBS

The industry's call to establish air transshipment hubs at Indian airports, as demonstrated by DIAL, carries potential to revolutionize Indian cargo movement. HKG and FRA handle 84-65 per cent TP shipments, while Delhi Airport handles 8-9 per cent of shipments, which shows the huge potential to capture this market. The Delhi airport has created a 6,500 square meter dedicated transshipment excellence center at Airside comprises infrastructure and skilled manpower for transshipment cargo handling.

### Roadblocks

Cross-border trade needs documentation, compliance with cross-border procedures, and processes to take the shipment through. These increased time and cost for importers and exporters. There has been an improvement over the past decade in customs regulations and processes. CCS at air cargo complexes provide many features to the trade community, which streamlines the processes and provides EoDB.

**India's location as a transit hub:** To lever-



Videh Kumar Jaipuria  
CEO  
DIAL

age India's location as a transit hub is a crucial step in enhancing its role in global trade and logistics. To achieve this, several steps have been taken:

- 1. Infra connectivity with neighbours:** India is investing in road and rail links with Nepal, Bhutan, and Bangladesh, to augment transit trade.
- 2. FTAs:** India is engaging in trade negotiations and bilateral pacts with global trading partners. India has recently signed three more FTAs with Mauritius, the UAE and Australia.

**3. Digitization & technology adoption:** The Delhi airport is adopting digital solutions for trade documentation and clearance. Efforts are being made in a bid to simplify customs procedures and reduce paperwork.

### Bolstering EXIM trade:

The Delhi airport as the country's transit hub has the potential to boost Indian EXIM cargo trade in several ways:

**The country is investing in road and rail links with Nepal, Bhutan, and Bangladesh in a bid to augment transit trade**

**1. Increased exports:** Faster and cost-effective movement of goods encourages the Indian businesses to explore international markets and expand their exports.

**2. Enhanced connectivity:** By improving connectivity with neighbours and global trade partners, India

can become a link in global supply chains.

**3. Improved trade balance:** A competitive export sector and increased imports of raw materials and goods can help improve India's trade balance by reducing trade deficits.

## AIR CARGO TRANSIT HUBS COST-EFFECTIVE OPTION

A transshipment hub serves as an airport location in the journey of air cargo from its origin to its destination. Its value lies in linking multiple airports, facilitating cargo flow compared to other routes. The airlines must attain economies of scale and customers must experience expedited handling processes.

A transshipment hub offers many services—seamless, resilient, and speedy ground handling services among others. The airlines can establish interline links between countries through partnerships with other carriers at these hubs. Forwarders can consolidate or deconsolidate their customer's shipments thereby reducing costs. This approach benefits the entire ecosystem by reducing expenses and increasing cargo volumes.



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**Pradeep Panicker**  
CEO  
GHIAL

### Bottlenecks

The cross-border trade faces delays in customs procedures, duties, and management of multiple touchpoints challenges. Transshipment across the globe differs due to varying security concerns for air cargo shipments arriving from different countries. Airports such as Dubai or Frankfurt have no screening for green countries and offer a smooth transfer of transshipment cargo. The country is yet to implement such advanced screening procedures. To achieve a cargo volume of 10 million tonnes

by 2031, India must streamline its transshipment processes.

### India can be perfect hub

There is a robust flow of goods from ASEAN countries to the Middle East, Europe, and the USA. India is plonk in the

**Airlines can establish interline links between various countries through partnerships with other carriers at the transshipment hubs**

middle of this route, which provides several opportunities. The airlines can achieve scale economies by consolidating cargo from Eastern nations along with Indian finished goods and transport them to the Middle East and West at competitive rates.

Such an approach will augment transshipment cargo, and impact export and import car-

go, as the air freight rates may fall due to the volume of EXIM and transshipment cargo in the freighters. The government has been promoting trade through G20 Middle East-Europe Economic Corridor. The NLP, ULIP and PMGS are changing the domestic logistics market thus ensuring multimodal connectivity, enhancing stakeholder coordination, and improving EoDB in India.

The government is developing a concept paper to promote hub airports in the country. This move aims to position India as a hub for passenger and cargo traffic, enhancing its role in global trade and logistics. The GMR Hyderabad International Airport is well positioned to be a transshipment hub. Hyderabad is equipped to handle both intra-India and from India to destination.

### TRANSIT HUBS TO INCREASE CARGO TRANSPORTATION

Celebi's recent achievement in handling about 1,500 MT of Europe-bound Bangladesh-originating transshipment cargo in August 2023 has triggered the industry's

confidence to facilitate transshipment services. Equipped with world-class infrastructure aligned with necessary compliances at Celebi Cargo Terminal, the IGIA offers an economical solution to buyers from European markets and exporters from neighbouring countries for streamlining their air cargo supply chain. Transshipment cargo represents an addition to Celebi's and DIAL's cargo operations, with potential to emerge as an air cargo hub connecting East and West.

### Hurdles in cross-border trade

Several obstacles stand in cross-border trade, with bilateral concerns topping the list. Initiatives such as Motor Vehicle Agreement between BBIN countries created for regulation of passenger, personal, and cargo vehicular traffic to boost economic growth is yet to be implemented. There is an encouraging trend towards cooperation, as seen by the expansion of India's trade ties with neighbouring countries and global markets. Such cooperation is a must for overcoming ob-

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**Kamesh Peri**  
CEO, Celebi Delhi Cargo Terminal  
Management India

stacles and prioritizing trade facilitation to promote seamless movement of goods across different forms of transportation. A multi-pronged strategy is needed to overcome these obstacles such as streamlining customs procedures and creating multimodal freight hubs.

#### **Vital to boost foreign trade from India**

With India in the middle of land and sea trade routes between Asia, Europe, and Africa, has made the country a hub for trade and commerce. It is must to streamline transit

facilities for foreign exporters looking to route their shipments through Delhi. The government has taken an initiative to facilitate customs clearance procedures at cross-border ports. The integration of all ports with ICEGATE will facilitate a seamless clearance. Embracing digitization is the

**There is a trend towards cooperation, as seen by the expansion of India's ties with its neighbours and global markets**

key to enhancing supply chain efficiency. Last year, Celebi introduced WhatsApp Chatbot Connect, where customers can track their consignments in real time. It has implemented Electronic Consignment Security Declaration and the e-Gate Pass system in collaboration with Delhi airport. This reduces waiting time, idle time, and helps reduce paper and fuel consumption.

We have digitalized truck slot management to reduce congestion during peak and idle times. Real-time tracking and trade transparency are vital for handling global consignments at the transshipment hub.

#### **Prioritize cross-border cargo flow**

India has the potential to emerge as the preferred logistic partner and transit hub, seamlessly connecting developing nations to international markets. This will enhance trade efficiency and strengthen the country's position in the international trade and supply chain landscape. By building on transshipment operations, prioritizing cross-border cooperation, simplifying customs processes, and embracing digitalization, India is poised to become a important player in the world of international trade and cargo movement.

#### **GATEWAY FOR OUTBOUND CARGO MOVEMENT**

India has a lot of transshipment capability. It is well-positioned to be a gateway for a lot of markets around the globe. Since most Southeast Asian



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

**Since most Southeast Asian markets and Indian subcontinent markets don't have adequate capacity, they could use India as a gateway**

markets and Indian subcontinent markets do not have adequate capacity, they could use India as a gateway. The country could become a cargo hub to cater to the world.



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The only problem is the government's transshipment policies, for which ACFI has been making representations. There are regulatory and security frameworks that need to be altered, which the government is considering. There is movement that has started to happen, not just transshipment air-air, but cargo movement on the surface, whether it is outbound movement from one of the Indian subcontinent's markets such as Bangladesh or Nepal, to Western countries. India is used as a gateway to move cargo on the surface to, say, Nepal, Bhutan, or Bangladesh. We have also been moving cargo on this route and there are various other service providers who are looking at this route closely. Some of the large retailers of the world have taken a fancy to this route and are moving huge amounts of cargo from Bangladesh into Delhi and overseas.

As ACFI has made representations that not just Delhi, but all airports should be permitted to move cargo from abroad, say, Bangladesh, into India and then use them as gateways to the West.

## HUBS TO SERVE AS POINTS FOR CARGO CONSOLIDATION

Creating air transport shipment hubs at airports can boost cargo flow and have benefits for the logistics in-

dustry. The success of IGIA can serve as a model for other airports to emulate. These hubs will serve as central points for cargo consolidation/deconsolidation allow-



**Vipin Vohra**  
Chairman  
Continental Carriers

ing seamless cargo transfer between different flights, carriers, and modes of transportation, thereby reducing transit times, and speeding cargo movement. Centralization of cargo at hub airports reduces necessity for direct flights between various points, allowing for a more cost-efficient routing system.

**Impediments:** Challenges arise from potential delays at ports, and search for dependable transport services:

- The challenge lies in developing a procedure for han-

dling transshipment cargo. Navigating it is a must to facilitate movement of transshipment cargo

- Given that consolidated transportation charges have been applied at the point of origin, it is crucial to eliminate any extra transshipment charges. This burdens the shipper, resulting in a rise in the product's overall cost

## Increasing direct flights and cargo routes can enhance India's position as a transit hub as India is linked by air to major global cities

Cross-border traders invest in research, establish relationships, and stay informed about changing regulations and market conditions.

### Leveraging India's location to boost economic growth

- Considering India's geographical strength, as a link between global markets, its proximity to crucial trade routes, connection to burgeoning economies, the development of latest cargo infra at airports needs to be planned

- Formalize bilateral and multilateral accords with foreign nations to streamline the transit of goods through India

- Coordinate with neighbouring countries for transshipment corridors, thereby diminishing transit durations

- In order to optimize utilization of transit hub, it is suggested to incentivize movement of freighters at the initial stages.

### Strengthen bond with neighbouring countries

India is located between major economies in Asia, Europe, and Africa. Its position in the Indian Ocean Region makes it a natural gateway for air cargo traffic. In order to reduce transit times, cargo moving through India can go through shorter air routes, especially for Asian destinations, compared to other European hubs or the Middle East

- By using India as a transit hub, goods from various countries can gain access to the Indian market and other emerging markets

- Increasing direct flights and cargo routes can enhance the country's position as a transit hub as India is linked by air to major global cities. An efficient air cargo transit hub can enhance supply chain efficiency, reducing lead times and costs for businesses engaged in cross-border trade. 🇮🇳





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# Dushyant Mulani to lead FFFAI as Chairman

Dushyant Mulani, former president, Brihanmumbai Custom Brokers' Association, has been elected as the Chairman for the term 2023-25 at the 60<sup>th</sup> Annual General Meeting of the Federation of Freight Forwarders' Associations in India (FFFAI). Amit Kamat has also been named as the Chairman Elect.

In its recently held 60<sup>th</sup> Annual General Meeting (AGM), the Federation of Freight Forwarders' Associations in India (FFFAI) elected new office-bearers of the Executive Committee for the term 2023-25. Dushyant Mulani, who was earlier Chairman Elect, FFFAI, has presently taken over as the Chairman, FFFAI. Amit Kamat (Honorary Secretary Goa Custom Brokers Association) has been elected as Chairman Elect for the term 2023-25. Following are the six Vice Chairmen who have been elected at the 60<sup>th</sup> Annual General Meeting:

1. Puneet Jain, President, Delhi Customs Brokers' Association
2. Rajesh Verma, President,



Shankar Shinde, Immediate Past Chairman, FFFAI welcoming Dushyant Mulani, Chairman, FFFAI, by handing over the Chairman's Cup.

- Ludhiana Customs House Agents' Association.
3. G Sambasiva Rao, Past President, Visakhapatnam Customs

- toms Brokers' Association.
4. Anurag Vijayvargiya, President, Indore Customs House Agents' Association.

5. Dinesh Gupta, President, Kandla Custom Brokers' Association.
6. Sailesh Bhatia, Honorary Secretary, Aurangabad Customs House Agents' Association.

Sudip Dey, Past President, Calcutta Customs House Agents' Association, was elected unopposed as the Honorary Secretary and Sudhir Agarwal, Past President, Nagpur Customs House Agents' Association, was elected unopposed as the Honorary Treasurer.

Shankar Shinde, Past President, Nashik Customs House Agents' Association, is the Immediate Past Chairman of the federation for the term 2023-25.





# Reducing delays in supply chain a challenge

Jean-Christophe Machet, Global CEO and Stephane Descarpentries, MD, Asia, and Global Director, Strategy, FM Logistic in an interview talk about current operations, expansion plans and ongoing investments in technology to improve competitiveness and efficiency by cutting down CO<sub>2</sub> emissions.



**Elaborate on the FM Logistic control tower and how it helps in boosting supply chain operations?**

The control tower is adding value to our customers in terms of service levels as we are delivering to factories. If we miss a delivery, it will affect the factory operations. With this digital tool, we can track the real-time monitoring of the flows, and anticipate the cause of delay or disruption of the supply chain. Ensuring high quality services is the key, especially for delivering parts and components to factories, each part should reach the factory on time. Cost efficiency plays an important role here. This apart, we focus on reduc-



(Second from Left) Jean-Christophe Machet, Global CEO and Stephane Descarpentries, MD-Asia, and Global Director, Strategy, FM Logistic

As a 4PL service provider, we want to offer our customers competitiveness, agility, and flexibility. It is important for us to provide integrated flexible automation, and automation where we can have multi-cus-

portant, and automation is focused on packing line.

**FM Logistic has 100 warehousing facilities in India. Elaborate on your operations in Indian market?**

Our focus is on having compliant warehouses in India. Be it any location for a warehouse, compliance, sprinkler system, and basic condition for our workers are a must. We prefer not to win a business if these conditions are not fulfilled. Speaking about huge multi-customer facilities, I would say it should be between 300,000-400,000 square feet. We are focusing presently on Mumbai, Bengaluru, Hyderabad, Delhi, among others. Hyderabad is more than a project for us. Chennai and Kolkata are important too from a business perspective. We are planning to have big multi-customer facilities in all these cities. We cover areas such as industrial, fast moving consumer goods (FMCG), retail, fashion, automotive, and electronics.

**Do you have multi-client facilities for perishables and pharma?**

We are managing one facility for pharma in Hyderabad. We want to expand this vertical further. We have some multi-customer facilities, for some specific products, where we have temperature control equipment in place.

**How would you rate infrastructure in India for cargo movement?**

Infrastructure will be the key. It is improving, looking at the airports, roads, and ports. India needs to develop and focus on manufacturing capabilities and capacities. As a logistic provider, we hope we can contribute to this objective of increasing the manufacturing footprint of India. Of course, it is good that the government is also investing in public infrastructure such as roads, ports, and airports.

**Do we have right skillset in India for handling logistics operations?**

FM Logistic is a service provider and today it has become vital to have the best people in the organisation. Well-trained workforce, with high level of mobilization and drive is required. For us, the key is to invest in training and management skills. We build our workforce from junior level to director level. We train our workers to have the right practices in terms of handling and transport expertise. For us, gender diversity also plays a crucial role. 🍀

**This year, we invested €70 million in our global operations, mainly on equipment, digitalisation, and automation. This year, we started five new businesses with automation**

ing CO<sub>2</sub> emissions with our services. The best way is to optimize the trucks and distance. And it is what we are doing through this digital system.

**What are the recent innovations and investments done in technology?**

This year, we have invested €70 million in our global operations, mainly on equipment, digitalization, and automation. This year, we started five new businesses with automation.

tomor in. Transport industry is a perfect area to invest in because we have huge data. We ship orders from 100 sites that we cover daily. Our added value is to invest in IT tools, data, to optimize the flows, reduce cost and carbon emissions. And we continue to invest in digitalisation in ground handling and transport. We have also invested in the latest WMS for our warehousing operations in the country. We have a lot of activities around fashion, and e-commerce. Packaging of goods is also im-

# Export of Commodity Groups in September 2023

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

## Commodity groups exhibiting positive growth

1	Iron Ore	2.72	221.81	8054.78
2	Oil Meals	62.36	107.67	72.66
3	Ceramic products & glassware	240.68	362.20	50.49
4	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	798.98	1017.84	27.39
5	Meat, dairy & poultry products	333.61	398.32	19.40
6	Cereal preparations & miscellaneous processed items	195.13	229.58	17.65
7	Tobacco	125.25	136.75	9.18
8	Drugs & Pharmaceuticals	2196.31	2394.27	9.01
9	Oil seeds	58.26	63.37	8.77
10	Carpet	105.84	113.79	7.51
11	Engineering Goods	8344.70	8911.37	6.79
12	Marine Products	720.39	753.97	4.66

## Commodity groups exhibiting negative growth

13	Other cereals	52.99	26.04	-50.86
14	Rice	782.90	586.49	-25.09
15	Leather & leather products	419.20	330.40	-21.18
16	Spices	328.55	264.41	-19.52
17	Handicrafts excl. handmade carpet	150.12	121.86	-18.82
18	Gems & Jewellery	3793.88	3185.54	-16.03
19	Jute Mfg. including Floor Covering	34.35	28.89	-15.90
20	Organic & Inorganic Chemicals	2508.49	2125.83	-15.25
21	RMG of all Textiles	1066.01	946.33	-11.23
22	Cashew	22.71	20.25	-10.83
23	Petroleum Products	7265.98	6496.41	-10.59
24	Mica, Coal & Other Ores, Minerals including processed minerals	438.97	396.33	-9.71
25	Man-made Yarn/Fabs./made-ups etc.	400.98	372.77	-7.04
26	Plastic & Linoleum	660.25	616.88	-6.57
27	Fruits & Vegetables	266.50	252.07	-5.41
28	Coffee	94.24	90.39	-4.09
29	Electronic Goods	2006.43	1932.30	-3.69
30	Tea	85.26	82.68	-3.03

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



# Import of Commodity Groups in September 2023

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

## Commodity groups exhibiting positive growth

1	Pulses	167.26	315.91	88.87
2	Dyeing/tanning/colouring materials	313.23	515.25	64.50
3	Non-ferrous metals	1505.34	1761.54	17.02
4	Electronic goods	7128.47	8077.26	13.31
5	Artificial resins, plastic materials, etc.	1849.16	2048.61	10.79
6	Fruits & vegetables	217.69	237.32	9.02
7	Gold	3845.82	4111.24	6.90
8	Machinery, electrical & non-electrical	3714.09	3857.81	3.87
9	Medicinal & Pharmaceutical products	603.11	623.48	3.38
10	Professional instrument, Optical goods, etc.	585.24	596.67	1.95

## Commodity groups exhibiting negative growth

11	Silver	1060.40	106.64	-89.94
12	Cotton Raw & Waste	317.33	39.11	-87.68
13	Fertilisers, Crude & manufactured	1780.77	678.71	-61.89
14	Sulphur & Unroasted Iron Pyrites	38.38	16.52	-56.96
15	Transport equipment	3522.41	1650.35	-53.15
16	Coal, Coke & Briquettes, etc.	3522.31	2346.13	-33.39
17	Vegetable Oil	1941.36	1473.32	-24.11
18	Project goods	59.45	45.46	-23.53
19	Pearls, precious & Semi-precious stones	2654.22	2057.24	-22.49
20	Newsprint	46.83	36.34	-22.40
21	Leather & leather products	96.19	75.30	-21.72
22	Petroleum, Crude & products	17559.64	13991.64	-20.32
23	Wood & Wood products	582.77	497.02	-14.71
24	Organic & Inorganic Chemicals	2465.44	2147.65	-12.89
25	Chemical material & products	960.83	845.15	-12.04
26	Textile yarn Fabric, made-up articles	219.9	201.67	-8.29
27	Metaliferrous ores & other minerals	751.02	717.68	-4.44
28	Iron & Steel	1876.01	1815.04	-3.25
29	Machine tools	368.7	362.8	-1.6
30	Pulp and Waste paper	182.79	181.28	-0.83

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

# ‘It is important to link Northeast with the world’

We need to create world-class facilities where cargo can be consolidated, built up or broken down, closer to customers, to improve and fast track business activities, says **Yashpal Sharma, President, Air Cargo Forum and India and Managing Director, Skyways Group.**



CT Bureau

**H**as the ongoing global economic slowdown impacted Indian EXIM trade, if yes, then to what extent?

The world is inter-connected today. Any event or a crisis in any part of the world impacts almost all the nations. India cannot be alienated from the ongoing crisis in Central Asia. But the impact is not major here. The Indian supply chains have become highly resilient post-COVID, and the logistics firms have adopted contingency plans to deal with any future crisis. The so-called global slowdown was not really a big one. The slowdown was expected post-pandemic as supply chains re-corrected

and the demand came down for some time but has shown signs of improvement. The country has had little impact of this due to a robust Domestic market and better spread of international markets too.

**Tell us about the Indian cargo market with cargo flow still curbed at a few AAICLAS regional airports leading to higher dwell time and costs?**

The domestic air cargo market roughly contributes 37-38 per cent of the total Indian air skies, which indicates a strong influence. The government thus needs to do a bigger focus on the sector. The ‘RA’ compliance issue for a few airports in India, has been there for the past few months.



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

ACFI made several representations to the MoCA in this regard, as it is causing delays in the supply chain and leading to high costs. If we want the cargo space to grow, for which the Union Ministry of

Civil Aviation has set a target as 10 MMT by 2030-2031, it will be possible when Indian airports are fully functional and improve their handling capability. We need the current domestic cargo, which is presently 1.2 million tonnes to grow over 3.5-4 MT. It is significant all airports are functional and have functional cargo facilities. The Common User Terminal should not be let go as it helps reduce cost and assist in utilizing available resources.

**Do you think India needs more narrow body freighters to carry the bulk cargo lying in remote locations?**

Yes, India does need more freighter capacity. We need narrow body freighters to ferry







cargo from countries such as Malaysia, China, Vietnam, and UAE—there is a lot of cargo coming in and going out from these nations. With the growing share of e-commerce we need smaller freighters which can add more agility, speed, and frequencies for the Indian consumers. This will also help in improving TAT. The national and global carriers operat-

ing here can look to bring in more wide-body aircraft and connect Indian airports with the major airports across the world. But to add more cargo capacity within the country, we need more narrowbody freighters to facilitate e-commerce movement.



**Northeast is being explored as a transit hub for perishables and pharma, what do you think?**

True. There is a lot of business coming from Northeast, especially farm produce. There is a considerable amount of wastage in the Northeast because of the lack of adequate logistics routes and cold chain. So, it is important to connect Northeast producers to other parts of the country and across the world. Direct and seamless

cargo movement can also happen from the Northeast into the Southeast Asian markets. The Indian government has invested a lot of money in creation of multimodal infrastructure in the Northeast over the past few years. But there is still more work to be done.

The government has come up with policies such as Kishi Udaan, which can be used by suppliers, though I think it still needs a little bit of tweaking. But the government has been trying to come up with innovative ways of trying to get better connectivity between the Indian airports and the cities in the Northeast.

**To reduce dwell time, experts are urging the government to set up SEZs, AFSS near airports—is this being considered?**

I feel facilities such as air freight stations (AFSS) are a must for the businesses and trade to flourish, and probably bring in more efficiency and cost efficiency. I feel that these facilities need to be built more in tier II and smaller cities of India, which are closer to the point of production. The

current airports across India have adequate capacity. With new airports coming up across the country, such as the new Mumbai airport, NIA, among others, they will take care of the organic growth in these cities. We need to create better facilities where air cargo

**India needs more freighter capacity. We need narrowbodies to ferry cargo from Malaysia, China, Vietnam, and UAE: there is lot of cargo coming in and going out of these nations**

can be consolidated, built up or broken down, probably in the hinterland, which is closer to the customers. So, we can have these facilities, 200-300 km away from major airports. They will help businesses improve and the Indian supply chain to become more efficient. 📌





# Implementation of advanced

Investments in road infra, expansion of highway network and last-mile connectivity must to build gap between demand-supply, says **David Roussiere, MD, Kuehne+Nagel India, Sri Lanka, and the Maldives**. Our Vision 2030 and Roadmap 2026 is to become the most trusted supply chain partner supporting a sustainable future.



CT Bureau

**H**ow important it has become for logistics firms to design the supply chains of the future that are cost-effective, resilient and able to meet evolving customer needs?

COVID highlighted vulnerabilities in global supply chains, emphasizing the need for flexibility, robustness, and responsiveness to disruptions, while maintaining cost efficiency. This highlighted the need for investments that help to be more resilient, cost-effective, and meet the ever-evolving needs of customers. Investments made in technologies such as AI, data analytics, and automation to enhance supply chain visibility, optimize routes, and accurately manage risks in a better manner.

**How would you rate infra for road transportation, especially in tier II and III cities. Do you think its adequate to fill the demand-supply gap or there is need for more?**

The ongoing development of national highways and DFCs is a positive step towards improving India's road infrastructure, including in tier II and III cities. These projects aim to improve connectivity, ease congestion, and stimulate economic growth. However, given India's growing transportation needs, there is still a huge need for further infrastructure development.

Road logistics hold a significant position in India, contributing to over 60 per cent of total freight traffic. And India's road network is under constant pressure due to



**David Roussiere**  
*Managing Director, Kuehne+Nagel India, Sri Lanka, and the Maldives*

population growth, urbanization and expanding economic activity. Investments in road infrastructure, expansion of the highway network and improved last-mile connectivity are essential to close the gap

between demand and supply. This is important for secondary and tertiary cities to support regional development and reduce logistics costs. Continued investment is a must to ensure efficient and reliable road transport.

**How do you look at India as a trade and investment destination? Any plans of expansion here?**

India is attracting attention as a promising trade and investment destination from a logistics perspective. The country's large and growing consumer base, middle class, and economic reforms make it an attractive market. Initiatives such as Make in India and Digital India are driving growth in manufacturing and e-commerce, increasing logistics demand. The Indian logistics sector stands at the cusp





# digital solutions crucial

of multiple growth opportunities. The surge of e-commerce and the intricacies of last-mile delivery, coupled with growing demands from the service sector, are promising avenues. This has prompted logistics players and brands to reconsider their strategies. Logistics service providers are required to be more tech savvy to meet the delivery needs of online retailers at competitive prices. Investment in advanced technologies such as warehouse management systems, and last-mile delivery solutions has become critical to optimize inventory, improve order accuracy, and expedite deliveries.

**How challenging has it become for LSPs to meet customers' needs considering the changing nature of the Indian market, consumer behaviour and existing bottlenecks?**

With the evident surge in industry demand, e-commerce is a focus area at Kuehne+Nagel, forming an integral component of our overarching vision

to empower our clients in maximizing their market opportunities. Our e-commerce services are designed to enhance the 3PL value chain and place special emphasis on catering to the needs of small and medium enterprises. We are bolstering our customs clearing

**Investment in advanced technology such as warehouse management systems, and last-minute delivery solutions is critical to optimize inventory, improve order accuracy**

operations, a facet experiencing significant demand. We are committed to adding value to our customers of e-commerce supply chain by the developing infra required for geographic expansion, product launches, and sales channel development. Kuehne+Nagel manages the complexity of the ever-increasing logistics, while growing value in its supply chain ecosystem through tailored service solutions for its clients.

Customers, now more than ever, need visibility, real-

time insights, and seamless supply chain solutions. Being the market leader in sea logistics and air logistics globally, we continue to invest in technology such as big data and predictive analytics to give our customer's the visibility. Our myKN digital cus-

tomers platform, where all our logistics services are ready to be accessed at the touch of a button—from transport offering to shipment tracking is one such example. Our online platform, 'seaexplorer,' a platform that combines standard information on sea freight services and routings, with sophisticated comparative data to help customers choose the best option for their business needs. In air logistics, our Shipment Data Wallet application, digitalizes bookings that are still made non-digitally.

Forging ahead, we endeavour to delivering logistics solutions that are sustainable for our customers, enabling them to build a resilient and agile supply chain.

**How do you ensure efficient supply chain operations and excellent customer service keeping in mind competitive pricing, safety and quality of services and products?**

At Kuehne+Nagel, we are always forward looking. By interacting with customers to understand their needs, we continue to invest in developing and implementing advanced solutions to improve business efficiency and lower operating costs. Kuehne+Nagel's new strategy, our KN Vision 2030 and the Roadmap 2026 is based on our past success, an evolution of everything that we have done. KN Vision 2030 is "Becoming the most trusted supply chain partner supporting a sustainable future". The Roadmap 2026, the next four years comprises four key



cornerstones: The KN Experience, where we are looking at improving the experience with Kuehne+Nagel, be it for the customers or employees. Our investment in digital transformation initiatives, create our Digital Ecosystem to provide a seamless customer experience. Living ESG is our industry leading solution for more sustainable solutions, pioneers for introducing sustainable aviation fuel for customers. The Market Potential, which enables us to delve into new territories and provide industry solutions for strengthening value proposition and differentiation. Our over 130 years of experience and our 400,000-customer base has given us insights on how to enhance our solutions.

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

Digital Ecosystem is a one of the cornerstones of our Roadmap 2026. Combination of India's talent pool with the rapidly expanding infrastructural landscape presents us with a remarkable opportunity. With India's huge array of skilled experts in numerous technology fields, our goal is to build an environment of creativity that propels our digital initiatives to new heights. Through collaboration with local talent, we aspire to create solutions that cater to the evolving demands of both, our clients, and the broader logis-

tics landscape. The burgeoning infra in India marked by expansion of digital networks provide a fertile ground for implementation of advanced digital solutions. Seamlessly integrating these innovations into our operations streamlines processes, heightens efficiency, and customer experience. By synergizing the expertise of local talent with the evolving infrastructural dynamics, we are well-positioned to drive progress that aligns with our Roadmap 2026, and achieves our Vision 2030 of becoming the most trusted supply chain partner supporting a sustainable future. This approach reinforces our commitment to innovation to the industry's ongoing transformation.

The AI integration has brought substantial changes in the logistics industry. AI's ability to process vast amounts of data has revolutionized route optimization, reduced transit times, and cutting fuel costs. Predictive analytics, empow-

ered by AI, has modernized demand forecasting, preventing inventory imbalances. Automation has undergone a shift through AI. Tasks such as inventory tracking and order processing can be automated and enable human resources to focus on strategic activities. Robotics and autonomous vehicles, driven by AI, are enhancing warehouse efficiency and last-mile delivery.

### **With the logistics market drifting towards environment sustainability, how do you see logistics industry contributing towards it?**

The logistics market is shifting towards environmental sustainability, with the industry playing a pivotal role in contributing to this essential goal. However, challenges exist when it comes to establishing carbon-neutral objectives. There is a knowledge gap within the industry regarding the intricacies of sustainable shipping, making it must to educate about the various complexities involved. The absence of universally accepted regulations for emissions calculations presents a hurdle. Sustainable aviation fuel being expensive than fossil fuels is another roadblock, though some regions offer incentives. Limited supply of sustainable aviation fuel, particularly Bio-SAF, affects its scalability and makes it challenging to meet sustainability goals. The firm addresses these challenges through a multi-

faceted approach. The firm is committed to knowledge sharing, engaging stakeholders, and customers to raise awareness about sustainability. In the past month, we hosted various customer sessions in three Indian cities with 100 customers attending them. Kuehne+Nagel takes part in initiatives aimed at setting up unified standards for emissions calculations, working with carrier partners to optimize aircraft weight and fuel efficiency. Kuehne+Nagel champions sustainable aviation fuel adoption through partnerships with leading carriers and sustainable aviation fuel producers, allowing customers to achieve their Science-Based Targets Initiative (SBTi) goals by reducing emissions, particularly in air cargo sector.

The firm has initiated the Sustainable Engine Alliance with Atlas Air and SR Technics Group to set new standards for low-carbon aircraft engine supply chains in line with SBTi. Through this alliance, Kuehne+Nagel aims to reduce the impact through networks for sustainable engine supply chains and a portfolio of sustainable services. Some of the first joint initiatives carried out by the alliance include deployment of sustainable fuels, engine stand management solutions and a global digital interface for emission transparency, reduction, and avoidance. 📌







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# Digital corridors to smoothen cargo movement

**Parvinder Singh, MD, Hans Informatic** says digital air freight corridors could accelerate cargo movement, cut costs, enhance security, and foster greater collaboration among stakeholders. Interoperability is a hurdle and integrating new technologies with existing legacy systems. Data security is another concern, he adds.



Sara Haque

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We are in a continuous process of Research and Development investments to stay ahead. Investing in Blockchain and Artificial Intelligence (AI) is crucial as breakthroughs in

enables greater traceability of goods, minimizes fraud, and improves accountability.

**How soon can we have digital air freight corridors (AFCs) and what kind of benefits can we expect from it?**

The realization of digital AFCs hinges on a combination of tech readiness and regulatory alignment. While a timeline is challenging to forecast, collaborative efforts between governments, industry stakeholders, and technology providers could accelerate progress within the next five to 10 years.

The benefits of digital AFCs are manifold. Customs process, a bottleneck in cargo flow, can be streamlined through digital documentation and automated clearance



**Parvinder Singh**  
Managing Director  
Hans Informatic

the firms to address any issues arising during transit. Digital AFCs hold the potential to expedite cargo movement, reduce operational costs, enhance security, and foster greater collaboration among stakeholders.

**Do you think India has enough skilled manpower to understand and adopt advanced technology?**

India has enough skilled IT professionals to harness advanced technologies. However, there is a need for ongoing upskilling and reskilling initiatives to ensure the manpower is attuned to the latest tech developments. The government plays a vital role here. By collaborating with academia and industry players, the government can set up specialized training that addresses specific skills needed for working with advanced technologies, ranging from AI and data analytics

to Blockchain and automation, in the logistics sector.

The government can incentivize firms to invest in workforce development through tax benefits, grants, and subsidies. By nurturing a skilled workforce, India can establish itself as a global hub for logistics and supply chain innovation.

**What are the current biggest challenges in logistics and air cargo sector?**

Interoperability is a hurdle, while integrating new technologies with existing legacy systems. Ensuring seamless communication and data exchange between these systems are a must for a cohe-

**Investments in technology require careful planning and an understanding of the returns on investment**

sive operational ecosystem. Data security is another concern. With rise in digital solutions, safeguarding sensitive info against cyber threats becomes paramount. Implementation costs can be prohibitive for smaller players. Tech investments require careful planning and an understanding of return on investment. Resistance to change within firm cultures can hinder smooth adoption of new technologies. ✈



these areas can bring about changes. Blockchain has potential to enhance transparency and security within the supply chain. By creating an immutable and shared ledger of transactions, Blockchain

processes. This reduces paperwork, minimizes delays, and enhances the efficiency of cargo flow. Real-time tracking enabled by the digital corridors provides heightened visibility into shipments thus allowing





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# Logistics thrives on talent: upskilling imperative

We have targeted a growth of around 30% this year. For the remaining two quarters of the year, we should be able to achieve over ₹1,000 crore. We are also looking to expand into Nepal and Bangladesh in the coming couple of years, says **Sankit Gupta, Executive Director, Express Roadways**.



Sara Haque

**H**ow is your business shaping up in the current scenario? Enlarge about your ongoing projects and developments?

Express Roadways is currently engaged in three sectors—warehousing and distribution, express trucking, and referred transportation. The company is working on asset development for the e-commerce industry, by developing new facilities, along with services such as reefer trucks. We have targeted a growth of 30 per cent this year. For the remaining two quarters of the year, we should be able to achieve our target of over ₹1,000 crore. We are looking to expand into Nepal and Bangladesh in the coming years. One of the



**Sankit Gupta**  
Executive Director  
Express Roadways

verticals include the F&B industry where we have opened multiple strands in the country. We have developed our own warehouses also. We have come up with a new facility in Ahmedabad, which is around

1.5 lakh square feet, and will go active in Kolkata next month that is around 1 lakh square feet.


## What are the logistics industry's growth factors and roadblocks?

The Make In India drive has been pushing the Indian logistics sector, with multiple MNCs coming into the country and setting up their facilities. The infrastructural growth, including improvised road and other transportation networks, has also been massive to complement the drive. Simultaneously, industry players have been looking at innovative green solutions within the logistics industry. These include CNG vehicles, electric vehicles, LNG, and hydrogen. So yes, logistics space is developing very rapidly and its contribution in

the GDP is also increasing with time.

While the future of the industry paints a bright picture, certain roadblocks also exist at the same time. The quality of life of the industry's drivers also must improve. To this end, we are making strenuous efforts as an organization. We have established certain rest points across the country. We are training the driv-

**Tussle with authorities is a challenge, and customer behaviour towards LSPs must improve and if we are looking towards growth of industry, we also need to upskill manpower**

ers through the OEMs, and direct team members who guide them so they can have a better quality of life. We are providing them with insurance and covering their families. This apart, tussles with the authorities are a challenge, and customer behaviour towards logistics service providers also needs to improve. If we are looking to contribute to the industry's growth, we need to upskill the manpower. Express Roadways has opened multiple training centres across the country, where we will provide them with the most relevant and updated training for skill enhancement. 







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# Loading bay solutions for efficient dispatch

Today, optimizing loading and unloading operations is crucial for efficient dispatch and reduced vehicle turnaround time. Avians offers a range of equipment designed for Indian conditions. Our dock levelers, dock shelters, dock house, among others ensure seamless operations, while prioritizing safety and performance.



CT Bureau

**Dock Levelers:** Avians Dock Levellers are designed to streamline loading and unloading process. With a single push-button operation, these quality docking systems conform to the latest European standard EN 1398 and CE Certified. Avians Dock

flexible curtain walls that wrap around trucks, creating a tight seal against external elements. Inflatable dock shelters use inflatable airbags to mould to the shape of vehicles, providing an airtight seal and temperature control. Both are durable and suitable for various truck sizes, ensuring efficient and protected

safety. Here are some key accessories we offer:

- **Vehicle restraints:** Avians' vehicle restraint systems provide an extra layer of safety by securing trucks and trailers to the loading dock, preventing unintended vehicle movement. Avians offers manual and automatic

- **Traffic lights:** installed at loading bays, traffic lights provide clear signals to drivers and dock workers, ensuring smooth vehicle flow and accident prevention

- **Interlocking systems:** interlocking systems provide an extra layer of safety by ensuring that certain conditions are met before the loading or unloading process can begin

- **Sensors:** Sensors play a crucial role in loading bay safety and efficiency. Proximity sensors can detect the presence of vehicles, ensuring that dock equipment is activated when a truck or trailer is properly positioned



Levelers reduce vehicle dispatch time and effort, making them an indispensable tool for continuous operations. Dock levelers offer key benefits such as smooth loading and unloading, height adjustment for different vehicles, safety features for stability, increased productivity, improved worker safety, and versatility in various loading bay setups.

**Dock Shelters and Seals:** Avians' European standard EN 1398 and CE Certified Dock Shelters are tailored for diverse usage scenarios, shielding loading bays from cold, heat, rain, breeze, snow, and dirt. Avians offers retractable and inflatable dock shelters for loading bays. Retractable dock shelters have

loading bay operations. For sites with limited space, Avians' dock seals offer a space-efficient solution without compromising functionality.

**Dock House:** a dock house is a structure built around the loading dock area to provide protection and functionality. It shields the loading bay from weather conditions, enhances security, reduces noise, and improves operational efficiency. Avians offers customizable dock houses that create a secure and efficient environment for loading and unloading operations.

**Accessories:** Avians understands the importance of additional accessories to enhance loading bay functionality and

vehicle restraint systems designed to enhance safety at the loading bay

- **Vehicle guides:** vehicle guides assist drivers in aligning their trucks and trailers with the dock, facilitating efficient loading and unloading operations

- **Wheel chocks:** wheel chocks play a crucial role in preventing truck and trailer movement during loading and unloading, promoting worker safety and preventing accidents

- **Rubber bumpers:** These durable bumpers are mounted on loading bay walls, absorbing impact, and protecting vehicles and buildings from potential damage

Avians' loading bay solutions, including dock levelers, dock shelters, and a range of accessories, offer an integrated approach to enhance loading and unloading operations. Their equipment simplifies the process and reduces dispatch time and effort. The solutions of Avians are designed to meet international standards, while catering to the Indian conditions. By investing in the loading bay solutions of Avians, the businesses can optimize efficiency, ensure worker safety, and drive overall operational excellence in their logistics operations.

## FACTFILE

➔ Dock levelers offer key benefits such as smooth loading and unloading, height adjustment for different vehicles, safety features for stability, increased productivity.





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# ACCB's 47<sup>th</sup> AGM marks new beginnings

The Air Cargo Club of Bombay (ACCB) recently organized its 47<sup>th</sup> Annual General Meeting (AGM) and elected the new office-bearers and members of the Managing Committee for the year 2023- 2024. Jane Vaz has been re-elected as the President and Ajit A Raut as the Vice President.



## NEW OFFICE-BEARERS

- |   |   |
|---|---|
| ➤ Jane Vaz<br>President                           | ➤ Felix Fernandes<br>Member,<br>Managing Committee  |
| ➤ Ajit A Raut<br>Vice President                   | ➤ Manoj Waingankar<br>Member,<br>Managing Committee |
| ➤ Deepak Katyal<br>Hon. Secretary                 | ➤ Shailesh Sharma<br>Member,<br>Managing Committee  |
| ➤ Reena Clement<br>Hon. Treasurer                 | ➤ Jignesh Mistry<br>Member,<br>Managing Committee   |
| ➤ Pramod Menon<br>Member,<br>Managing Committee   |   |
| ➤ Vineet Agarwal<br>Member,<br>Managing Committee |   |





# 30% ports unprepared for IMO's maritime mandate

Kale Logistics Solutions recent study involving 200 ports found 30% are not ready to meet impending electronic data exchange regulations, compulsory from 1 January 2024, despite potential savings of US\$50 billion. The study's purpose is to identify the tangible benefits the maritime industry can achieve with technology intervention.

**M**ultinational tech service provider, Kale Logistics Solutions unveiled a readiness survey of 200 ports that revealed 30 per cent are not prepared to adopt International Maritime Organisation (IMO)'s Maritime Single Window (MSW) mandate, which has become compulsory worldwide from 1 January 2024. The report was released by Shyam Jagannathan, Director General of Shipping, Ministry of Ports, Shipping and Waterways, Government of India, at the recently concluded Global Maritime India Summit in Mumbai, India.

It revealed nearly a third of ports worldwide are "unprepared" to adopt IMO's maritime single window mandate and are not ready to meet impending electronic data exchange regulations despite potential savings of US\$50 billion. Kale highlighted the urgency of the industry to speed up its digital transformation as it unveiled the survey results, which also cited high implementation costs, long timelines, and varying levels of digital readiness as factors for hindering regulatory compliance.

The study involved ports located throughout APAC, Middle East, Europe, Africa, North America, and South America, and emphasised that Port Community Systems embedded with an MSW are integral to achieving a port's true potential. "The study's aim was to identify the tangible benefits the maritime industry can achieve with technology intervention, and the results showed potential savings of



(L to R) Amar More, Co-founder & CEO, Kale; Vineet Malhotra, Co-founder & Director, Kale; Shyam Jagannathan, Director General, Shipping, Union Ministry of Shipping, and Ash Mohomad, Deputy Director General, Shipping, Union Ministry of Shipping

up to US\$50 billion annually by using MSW platforms," said Vineet Malhotra, Co-Founder and Director, Kale Logistics Solutions.

"However, these benefits are subject to 100 per cent adoption of the MSW, and our report reveals that ports are encountering many barriers that hinder this digitalisation. "The MSW concept has the potential to revolutionize the global shipping industry."

The MSW platforms bring major sustainability benefits by digitizing documentation, streamlining processes, and improving information exchange, resulting in reduced

paper usage and an efficient vessel management, ultimately lowering emissions and environmental impact.

On an average 12 agencies collaborate on one ship-shore operation, and the MSW simplifies documentary procedures between all actors involved and ensures information needs to be recorded once.

Kale's MSW platform is compliant with IMO standards and enables documentation to be transferred electronically between maritime and port stakeholders, which will become mandatory from 1 January 2024.

"The importance of this study will sow the seed for a digital revolution in the maritime industry worldwide, demonstrating how digitization can not only bring order to the ongoing chaotic operations in the industry, but also achieve significant sustainability goals in the long run," added Malhotra.

## FACTFILE

→ The survey revealed nearly a third of global ports are unprepared to adopt IMO's maritime single window mandate.

# ‘We seek to fulfil our sustainable commitment’

The Port of Antwerp-Bruges has grown into a leading European port with a strong offering for cargo. India is an important trade partner for them. India and EU are aiming to sign an FTA, and once signed, this would boost the trade, says **Luc Arnouts, VP, International Relations and Networks, Port of Antwerp-Bruges.**



CT Bureau

## How cargo operations at the Port of Antwerp-Bruges are shaping up in the post pandemic scenario?

The cargo ops at the port are influenced by the impact of COVID and by the prevailing geopolitical dynamics that underscore the volatility, uncertainty, complexity, and ambiguity of our world. What has become evident in recent years is the pivotal role played by the port's infra and its operational efficiency. Resilience is now imperative for navigating

prehensive free trade agreements, which once signed, would boost trade between the two countries. The Port of Antwerp-Bruges has been engaged with India for a long time and even has a representative office in Mumbai since 2006. Our subsidiary companies, Port of Antwerp Bruges International and Antwerp & Flanders Port Training Centre (APEC) have been active in India. The Port of Antwerp-Bruges International helps in forifying the ports and terminals through consultancy, management solutions and investment project. We have worked with several ports, including Kolkata, Hazira and Haldia.



**Luc Arnouts**  
*VP, International Relations and Networks, Port of Antwerp-Bruges*

## What kind of cargo is moved to and from the country?

Currently, the major exports from India to Europe via the port include iron and steel, ferrous metals, coils, iron, steel bars, plates, steel wire, tubes, pipes, containers, and plastic procusts. The imports include cargo, medical tools, organic and inorganic chemicals, transport equipment, machinery, and iron. With the Indian government's initiatives to slash logistics cost, exporters will get to be competitive.

## With logistics drifting towards environment sustainability, how do you see the port contributing to it?

The sustainability policy and business plan of the Port of Antwerp-Bruges are built around the five core SDGs—health & welfare, work, economic growth, innovation, sustainable cities communities, and

climate action. The port has an ecosystem of industrial and logistics firms. It is an ideal hub for alternative energy flows. By switching to renewable sources, we are taking a step towards climate neutral economy. Our goal is to become EU's green energy gateway.

- Renewable Energy Generation: Our commitment to renewable energy through 130 wind turbines across Ant-

**Sustainable transport encourages the use of rail and inland waterways to reduce emissions and congestion on roads**

werp and Zeebrugge, giving power to terminals, ships, and local communities

- Heat network innovation: We are collaborating with Belgium's first open-access heat network, utilizing process heat to cut emissions by 80,000 tonnes annually
- Sustainable industry incubator: The NextGen District in Antwerp is our circular chemistry incubator, fostering solutions and circular carbon practices, aiming to extend the products' life and advance renewable energy applications

- Green Shipping Hub: As the world's fifth-largest bunkering port, we strive for climate neutrality by 2050 and aim to be a multi-fuel port by 2025, offering low-carbon alternatives and the like.



the global landscape. The port has shown resilience, ensuring the continuation of its ops. This resilience is not confined to physical infra, but extends to the people behind its ops. We have witnessed resilience among our partners and underlined the effort to thrive in the changing environment.

## How do you look at India as an investment and trade destination?

India and the European Union are aiming for a com-

APEC is active through training since 2015 when JNPA and APEC through a memorandum of understanding opened a training centre for maritime professionals at JNPA. The JNPA-APEC training centre has evolved over the years. We are adding value to other supply chain players too in addition to the Port of Antwerp-Bruges professionals and not just limited to terminal operators alone. It is also benefitting shippers, forwarders and other logistics service providers.



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# Sea of opportunity: strengthening relations

The Port of Barcelona plans to enhance business partnerships with India and introduce itself to India as a strategic ally for increasing commercial relations with Europe. The idea is to make them count on us as a secure, agile, and efficient gateway into Europe, says **Lluís Salvadó, President, Port of Barcelona**.



CT Bureau

**T**he Port of Barcelona's position as a strategic hub in Europe and North Africa makes it a strategic ally for helping Indian firms to access one of the largest markets in the world.

During the opening session, Lluís Salvadó, President, Port of Barcelona, said, "We want to become the ally of India and its companies so that they can count on us as a secure, agile, and efficient gateway into Europe." He emphasized two of the objectives of this trip: "strengthening business and institutional relations between companies, entities, associations, and organizations from both countries, promoting alliances, and increasing the efficiency of logistics chains from origin to destination".

Carla Salvadó, Deputy Manager, Commercial and

Marketing, Port of Barcelona, summarized the four strengths of Barcelona for accessing the European market: its location, concentration of logistics infra in the same territory, the port's links with lower distribution costs, smaller carbon footprint than the logistics chains passing through northern Europe, and presence of industrial clusters of fashion, chemicals, electronics or automotive.

## AGREEMENTS SIGNED IN INDIA

Antonio Llobet, President, Barcelona Customs Brokers' Association, signed an agreement with the Brihanmumbai Custom Brokers' Association (BCBA). Emili Sanz, President, Association of Freight Forwarders of Barcelona (ATEIA-OLTRA), signed an agreement with the Federation of Freight Forwarders' Associations in India (FFFAI).

Eduard Rodés, Director, European School-Intermodal

Transport, signed a pact with the latter entity to respond to the need to build trained, qualified and digitalized port communities to improve trade

## The Port of Barcelona's strategy to decarbonize its activity and boost innovation is shared by the Indian ports

relations between Spain and India and make transactions more efficient and fruitful.

## FUTURE STRATEGIES

The Port of Barcelona's strategy to decarbonize its activity and boost innovation is shared by the Indian ports. Renewable energy production, equipment electrification and fostering the circular economy are some of the work lines being pro-

moted by the Indian ports to achieve decarbonisation goals, explained Shyam Jagannathan, Director General, Shipping, Union Ministry of Ports, Shipping and Waterways.

By 2030, the Indian government plans to give power connections to docks in all its ports and reduce drinking water consumption by 30 per cent. This strategy opens "interesting opportunities for collaboration between India and the Port of Barcelona, in terms of infra and logistics companies", added Jagannathan.

Anil Radhakrishnan, Board Member, Chairman of Logistics Committee, Bombay Chamber of Commerce and Industry, said, "India is looking for solutions for decarbonization and challenges with initiatives such as a national logistics programme, a specific one for development of ports or a single window programme, among others." 🌿



# Expanding footprint in rail container market

Demand for temperature-controlled, dry warehousing and 3PL/5PL services is on the rise following volumes coming from tier II and III cities, says **Samvid Gupta, Joint Managing Director, Gateway Distriparks**. Our plan is to expand our network across India, allowing us to increase EXIM and domestic offerings.



CT Bureau

**What are your expansion plans in the domestic sector? Do you think Indian logistics industry presents a promising future?**

**Plans for expansion:** Currently, Gateway Distriparks is focusing on the EXIM segment at its current Inland Container Depots (ICDs) and CFSs. Apart from our upcoming ICD at Jaipur, the plan is to have 2-3 more rail linked terminals. The long-term plan is to expand our network on a pan India basis, which will allow us to increase our EXIM and domestic offerings. The domestic container rail market is one avenue where we want to expand in.

**Demands for services:** Snowman Logistics, which was traditionally into cold storage warehouses, has now started increasing its footprint in dry warehousing across multiple locations in India. The demand for temperature-controlled warehousing, dry warehousing and 5PL/3PL services across India is increasing, especially with large volumes coming from tier 2 and 3 cities.

**How do you think the government's initiative to develop 100 cargo terminals under Gati Shakti will boost the logistics industry?**

**Multiple initiatives to expand trade:** The establishment of a network comprising 100 cargo terminals will have a cascading



**Samvid Gupta**  
Joint MD  
Gateway Distriparks

effect on the entire logistical paradigm. This initiative will tackle the challenges of fragmented connectivity and operational bottlenecks. The resulting enhancement in last-mile linkage, curtailed transit durations, and diminished costs will collectively invigorate supply chain dynamics.

As an integrated logistics service provider, we believe it will help streamline trade, lead to economic advancement, and augment overall industrial efficiency at a national scale. As more and more terminals are developed, it gives Gateway Distriparks more options to use and provide rail freight services to all our customers and expand our geographical presence at a much quicker pace.

**Could you talk about the motive behind your investment in Container Freight Stations (CFSs) and freight trains?**

Investment in CFSs and ICDs: CFS and ICDs play a pivotal role in facilitating smooth cargo handling, consolidation, and deconsolidation, essential for seamless trade. Going forward, all our expansion will be in the form of rail linked ICDs. By strategically investing in these facilities, we aim to provide our customers

with streamlined processes and faster clearance, reducing turnaround time (TAT).

All our ICDs are rail-linked, and rather than relying on third party container train operators, we took a rail license when the sector was privatized and runs its own trains at its own ICDs. Gateway Distriparks has a

**In the longer term, rail transport will become prevalent method of ferrying cargo across India and we are well positioned to take advantage of this**

fleet of more than 500 trailers to provide first and last-mile connectivity from all our locations. This was done to provide a one-stop solution to customers to give end-to-end connectivity from port to factory and vice versa. On longer distances, rail transportation is more efficient, cost-effective, reliable, and greener mode of moving cargo compared to road.

Incentives for transportation and logistics: The NH development programme and the emergence of DFCs are among the major initiatives aimed at improving transportation infra in the country. In the longer term, rail transportation will become a much more prevalent method of transporting cargo across India and we are well positioned to take advantage of this. 🚚



# e-commerce activity surges in tier II, III cities

India's growing infrastructure make it an attractive hub for trade and distribution, boosting its appeal to foreign investors, says **Kinjal Pande, CEO, India and the Indian Subcontinent, DB Schenker India**. She shares the company's plans to strengthen presence in tier II and III cities.



CT Bureau

## How's your business shaping up in India's logistics and warehousing market in post-COVID scenario?

Post-pandemic, our business in India's logistics and warehousing market has experienced robust growth. COVID acted as a catalyst for several industry-wide transformations. We adapted to the changing landscape by embracing advanced technologies such as AI, ML, and Internet of Things (IoT). This allowed us to enhance our operational efficiency and provide resilient and responsive services. One of the key aspects that drove our growth



**Kinjal Pande**  
CEO, India and the Indian Subcontinent,  
DB Schenker India

was the surge in e-commerce activity. Since consumer be-

haviour shifted towards online shopping, we witnessed an increased demand for logistics and warehousing services. To meet this demand, we expanded our warehousing facilities: we launched one of the India's largest warehousing hub in Haryana. This expansion was part of our strategy to strengthen our presence across India—not just in tier I cities, but also across emerging tier II and III cities. The latter have now emerged as consumption and e-commerce hubs.

## What are the key growth drivers?

In thriving logistics market, DB Schenker is poised for significant growth, driven by sev-

eral key factors. Notably, the company's emphasis on technology and digitization plays a pivotal role. Through the adoption of advanced technologies such as AI, ML, and IoT, the company has elevated operational efficiency and ensured the security of goods during transit. The firm is aligning itself with the National Logistics Policy (NLP), an initiative aimed at establishing a robust and technologically advanced logistics infrastructure. By embracing the NLP's objectives, the company is positioned to make substantial contributions to the growth and efficiency of the sector. This forward-thinking approach, coupled with the commitment to seamless integration, visibility, and end-to-end







supply chain solutions, underpins the firm's role as a driver of progress in the industry. Leveraging technologies such as cloud computing, internet, 3D printing, virtual reality, Robotic Process Automation (RPA), AI, real-time data, and Blockchain, the company is at

serve our customers and meet the evolving logistics needs of these regions. Our presence in India spans across multiple cities and sectors. We have located facilities that cater to various industries, including healthcare, automotive, industrial, aerospace, electronics,

with and benefit from these advanced solutions. Our experience in India has shown that there is a strong appetite among professionals and businesses to embrace technology to enhance their operations. We have partnered with local talent to harness this expertise and drive the adoption of advanced tech solutions in the logistics sector.

**Do you think initiatives such as Make In India, NLP, PMGS have given a much-needed boost to the Indian logistics sector?**

Initiatives such as Make In India, National Logistics Policy (NLP), and PM Gati Shakti Masterplan have undoubtedly provided a boost to the Indian logistics sector. These initiatives are strategically designed to address the challenges and inefficiencies. Make In India has encouraged domestic production, which, in turn, has led to increased demand for logistics and warehousing services. The NLP aims to create an efficient and integrated logistics ecosystem to reduce costs and enhance competitiveness. PM Gati Shakti's focus on improving infrastructure connectivity will facilitate smoother movement of goods across India. Collectively, these initiatives are driving positive changes and fostering a conducive environment for businesses in the Indian logistics sector.

**How do foreign investors' view at India as a trade and investment destination?**

Foreign investors look at India as an increasingly attractive trade and investment destination. Several factors contribute to this perception. Firstly, the country's status as one of the world's fastest-growing major economies makes it a promising market for foreign investors. The country's large and diverse consumer base presents significant growth opportunities across various sectors. Government initiatives such as Make In India have aimed to improve the EoDB and promote foreign direct investment (FDI).

These efforts have been well-received by foreign investors, as they create a more favourable investment climate. India's strategic location and growing infrastructure, makes it an attractive hub for trade and distribution, boosting its appeal to foreign investors.

**Our experience in India has shown that there is an appetite among professionals and businesses to embrace technology to enhance their operations. We have partnered with local talent to harness this expertise**

the forefront of transforming logistics into a digitally connected and integrated ecosystem for the future.

**Tell us about your facilities pan India and infrastructure expansion plans in tier II and III cities?**

In terms of infrastructure expansion, we have initiated a concerted effort to broaden our footprint in tier II and III cities. These regions have emerged as consumption and e-commerce hubs. We understand the importance of being closer to where the demand is growing, and our expansion plans reflect this insight. This expansion is not limited to tier I cities; we are investing in emerging markets to better

retail, and consumer goods. Our comprehensive services cover air and ocean freight, along with warehousing and land transport pan India.

**Do you think India has the trained skillset to understand and adopt advanced tech solutions?**

Yes. India possesses a skilled workforce that is well-equipped to understand and adopt advanced technology solutions. The country's robust IT sector has produced a vast talent pool with expertise in emerging technologies. Furthermore, the emphasis on skill development and digital literacy programmes ensures that a broader segment of the population could engage

## FACTFILE

➤ **India's status as one of the world's fastest-growing major economies makes it a promising market for foreign investors.**

# New tool to aid firms in decision-making capacity

Softlink Global has introduced a data analytics tool designed for the freight forwarding sector. LogiBRAIN, a customizable data analytics and reporting tool is available as a value-added service to all Logi-Sys users, optimizing decision-making processes and fostering a data-driven organizational culture.



CT Bureau

## HOW LOGIBRAIN WORKS

Similar to data analytics tools, LogiBRAIN extracts insights from the vast data that firms hold, giving decision-makers a comprehensive view of their

business from sales, operational, and financial perspectives. Here are some highlight features of LogiBRAIN:

1. Real-time data updation: Real-time data updation means that decisions related to logistics are accurate, and taken in real time.

2. Overview dashboard: Standardized report can be viewed via the overview dashboard that covers monthly performance, branch performance, performance by LOB, trade lane, and many more key metrics.

3. Advanced filters: These allow users to slice and dice the data by transport type, transaction type, currency, country, branches, time periods, and letting them analyze any data with focus and clarity.

4. Drill-down functionality: 'Click-and-dig' drill down abilities can help the decision-

makers arrive at the root cause of any event of concern, speeding up remedial processes.

5. Customizable reports: Softlink Global is open to creating customized reports on user request.

## CHANGING LOGISTICS MANAGEMENT

### LogiBRAIN benefits

1. Enhanced decision-making: LogiBRAIN's deep insights provide logistics professionals with a keen understanding of their operations. This empowers them to make informed decisions based on real-time data and predictions, ensuring agility and adaptability in a rapidly changing market.

2. Optimized routes and operations: With LogiBRAIN, the businesses can optimize their routes, minimize delays, and reduce costs by considering factors such as route recommendations,

traffic conditions, weather conditions, and delivery timeframes, resulting in streamlined operations.

3. Demand forecasting: The firms anticipate demand fluctuations and use proactive planning and allocation of resources to meet customer demands.

**As the industries evolve, embracing innovative technologies becomes imperative, and LogiBRAIN aims to be the driving force behind this transformation**

4. Inventory management: LogiBRAIN aids in optimizing inventory levels by forecasting demand patterns to prevent overstocking or stockouts.

5. Customer satisfaction: The businesses can enhance customer satisfaction and loyalty. The LogiBRAIN tool assist in customer requirements.

## FIRST MOVER ADVANTAGE

By using LogiBRAIN tool, the companies anticipate challenges, unlock opportunities for growth and success. Few of them have adopted data analytics tools. Those who adopt them first will gain a competitive edge, making their logistics operations smarter, more efficient, and adaptable. 🚀



**Amit Maheshwari**  
CEO  
Softlink Global





# Automated dock levelers for loading, unloading

Dock levelers offered by Gandhi Automations ensure loading and unloading with less effort and minimal cost. It is possible to load and unload in a safe way and in the process, obtain energy savings. They contribute to minimizing energy, saving on heating and chilling costs resulting in maintaining the quality of the goods.



CT Bureau

**G**andhi Automations offers complete logistics solutions by providing Dock Levelers, Dock Shelters, Sectional Overhead Doors, and Dock Houses. Electro-hydraulic Dock Levelers offered by Gandhi Automations are not only “a bridge for connecting a vehicle, but also facilitate fast, smooth, and safe transition by compensating the difference in heights between the loading bay and the vehicle”.

They contribute to minimizing energy used and savings heating and chilling costs resulting in maintaining the quality of the transported goods. Dock Levelers of the Gandhi Automations are designed as per EN 1398 standard for most demanding loading and unloading operations.

## LOADING & UNLOADING

The importance of efficient loading the goods has been



evident, and it has increased over the years for two reasons: the less availability and the high cost of manpower.

Lesser qualified manpower is being utilized, which leads to damage of the goods. The cost of loading and unloading the goods can be calculated precisely and is exactly definable, which allows for a scientific approach to find out the investment that goes into the process.

Gandhi Automations has always designed solutions based on such scientific approach and feedback from clients. The Dock Levelers offered by the company ensure loading and unloading with lesser effort and minimal cost. It is possible to load and unload your products in a safe way and in the process, obtain remarkable energy savings. The Dock Levelers remains at the loading bay in rest position and the


sectional overhead door closed, until the vehicle is positioned. The driver drives back centring to the dock shelter and stops the vehicle the moment it gets in contact with the bumpers.

## FOLLOWING ARE TWO TYPES OF DOCK LEVELERS

**Radius Lip Dock Levelers:** These are available in multiple sizes and capacities. It allows the dock to connect with the truck bed, thus making it convenient to drive directly on and off with forklift trucks etc. also the self-cleaning lip-hinge system does not retain dust and dirt which allows a smooth operation.

**Telescopic Lip Dock Levelers:** These are ideal for connecting vehicles unable to drive near dock, that is, sea containers, side loading railway wagons, among others. These dock levellers can be supplied with a lip extending up to 1 m.

**Edge-of-Dock Levelers:** developed in compliance with the latest European safety standard, EN 1398, these levellers have a capacity of 6,000 kg and are suitable for use with all types of material handling equipment.

**Forklift Roll-Off Barrier Lip Dock Levelers:** These levellers add a run-off protection, preventing accidental forklift roll-off when the overhead door is open, and no trailer is stationed on the dock. They are designed to provide all the benefits of the hydraulic dock leveler along with the additional benefit of providing a formidable barrier. 





# Diwali celebrations by ACCD

Air Cargo Club of Delhi (ACCD) hosted glittering Diwali celebrations recently for the air cargo fraternity members, and their spouses. The sparkling evening saw the guests grooving to the foot-tapping music and relishing delectable delicacies.









# Upcoming Events 2023-24

## NOVEMBER

- ▶ **47th ACAAI Annual Convention**  
23-26 November  
Kuala Lumpur, Malaysia
- ▶ **Transport Logistic and Air Cargo Southeast Asia**  
1-3 November  
Sands Expo & Convention Centre, Singapore
- ▶ **TIACA Executive Summit 2023 San Francisco**  
6-8 November  
Brussels, Skyhall, Brussels Airport

## DECEMBER

- ▶ **Demand, planning & Forecasting Conclave 2023**  
6 December  
Taj City Centre Gurugram
- ▶ **India International Cargo Show Expo 2023**  
13-15 December  
Jio World Convention Centre, Mumbai

## JANUARY

- ▶ **Transport India Expo**  
17-19 January 2024  
Pragati Maidan, New Delhi

## FEBRUARY

- ▶ **Air Cargo India**  
14-16 February  
Jio World Convention Centre, Mumbai
- ▶ **Mega Cargo Show 2024**  
14-15 February  
Jio World Convention Centre, Mumbai
- ▶ **Maritime Transport & Logistics Show**  
28 February-1 March  
BEC Mumbai, Bombay Exhibition Centre, NESCO, Goregaon, Mumbai
- ▶ **LogiMAT India Show**  
28 February-1 March  
India Expo Mart, Greater Noida

## MARCH

- ▶ **Warehousing Asia**  
15-17 March, Kolkata
- ▶ **Cold Chain Asia**  
15-17 March, Kolkata

## APRIL

- ▶ **ChemLogistics India**  
24-25 April  
Bombay Convention & Exhibition Centre, 28-B, Mumbai

## JUNE

- ▶ **India Logistics Summit & Awards**  
13-14 June, New Delhi

## JULY

- ▶ **India Warehousing Show**  
11-13 July  
India International Convention and Expo Center, Sector 25 Dwarka, New Delhi, Delhi

## AUGUST

- ▶ **PackSol**  
22-24 August  
Pragati Maidan, New Delhi

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

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

# Spotlight on Demand Planning & Forecasting Conclave 2023

Recognizing the importance of demand planning and forecasting in shaping modern enterprises, Team Marksmen Network is all set to organize inaugural edition of Demand Planning and Forecasting Conclave 2023 in Gurugram on 6 December.

The show will focus on insights, future-ready decisions, and building resilient futures through demand planning & forecasting. As markets shift, consumer behaviour changes, businesses find themselves navigating uncharted territory, and global events ex-



ert their influence on supply chains. Demand planning and forecasting helps anticipate these changes, provides visibility into future demand, and

facilitates risk assessment in the supply chain that strengthens business resilience. Demand planning and forecasting play a pivotal role in

enabling organisations optimize their inventory. Data driven insights through various forecasting methods empowers businesses to optimize their inventory levels with precision.

Excess inventory is minimised, preventing the tying up of capital and storage costs, while the risk of stockouts is significantly reduced. Armed with accurate projections, organizations can align their production and procurement processes more effectively, ensuring that inventory levels are in harmony with anticipated customer demands.





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# Movements

## CELCIUS LOGISTICS INDIA

**Tarun Goyal** has been appointed as the Business Head at Celsius Logistics, a cold chain marketplace startup. With 26 years of experience in the logistics industry, his appointment marks a significant step in Celsius's journey towards revolutionizing the cold chain logistics sector in India. Goyal's addition to the Celsius team is set to propel the brand's vision further.



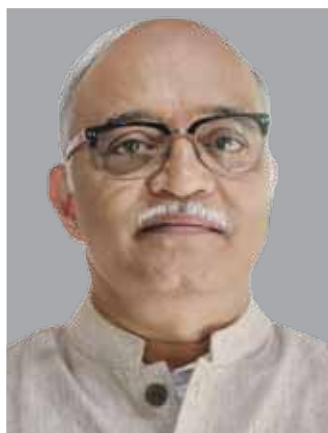
## COGOPORT SINGAPORE

**Hrishikesh Kulkarni** has been appointed as Cogoport's COO. With its HQ in Singapore and presence in India, Netherlands, Thailand, Vietnam, and Indonesia, Kulkarni will be based at Gurugram and be responsible for growth of Cogoport's Indian operations. He will focus on augmenting operational efficiency, elevate customer experiences and bolster its financial standing.



## TT CLUB SINGAPORE

**Kamel Tlili** was appointed as the Regional GM, APAC for international freight and logistics insurer, TT Club based in its Singapore office. He spent 14 years at TT's sister mutual, UK P&I both as an Underwriting Director and Claims Director. Tasked with maintaining the market position the Club enjoys in the region and expanding its reach, Tlili has the experience to tackle the challenge.



## LOCUS INDIA

**Nagaraju KB (KBN)** joined Locus as a Strategic Advisor. He is ex-BigBasket's Chief Customer Experience Officer. KBN has a wealth of experience in supply chain ops, logistics management, and customer engagement, and strengthen Locus' commitment to delivering exceptional solutions. He will synergize with Locus' products and infuse insights into the company's offerings.

## GLOBAL CRITICAL LOGISTICS NEW YORK

**Elizabeth Berman** has been appointed as the Chief People Officer at Global Critical Logistics. In the new role, she will drive the success of GCL's diverse verticals from a people perspective by developing best-in-class HR infra. She brings with her a belief in the importance of prioritizing mental health for all, which is the fundamental value of her work.



## FIATA GENEVA

**Turgut Erkeskin** was appointed as President, FIATA. He has been president and chief executive of Genel Transport for 35 years. He was former senior VP, FIATA. Erkeskin was elected President at the 2023 FIATA Electoral General Meeting during the 2023 FIATA World Congress. He takes the place of outgoing president Ivan Petrov, who is MD, Trans Express in Bulgaria.



## MATTERNET USA

**Will Urban** has joined as Senior Advisor at Matternet, developer of leading drone delivery system. Urban joins Matternet from Flexport where he served as the company's CRO. In this role, he will drive numerous strategic business development initiatives as a senior advisor to Andreas Raptopoulos, Founder and CEO of Matternet, and the full management team.



## NETWORK AVIATION GROUP USA

**Andy Bentley** has joined Network Aviation Group. He was earlier with Atlas Air and joined Commercial team at Network's Eagle House HQ. He will be involved with business development for NAM's Managed Fleet, operating x4 B747Fs on a worldwide charter basis. He brings a wealth of air cargo and charter experience with him.





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