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From vision to reality: India's journey towards becoming major cargo hub

The industry must enhance airport facilities during the Amit Kaal, ensuring efficient operations and faster TAT. Developing dedicated transshipment hubs will allow better utilization of belly and freight capacities. India's location between trade routes positions it as a prime transshipment hub for global cargo.



MMCH at Noida International Airport, ground handler—AISATS



Ritika Arora Bhola

India possesses the potential to transform into a global cargo hub due to its geographical location, growing economy, and improving infrastructure. Experts said to achieve this vision, the logistics and cargo industry should focus on several key strategies.

Firstly, leveraging its geographical advantage is crucial. India's location between major trade routes of the East and West positions it as a prime

transshipment hub for global cargo flows. The industry should enhance its airport facilities, ensuring efficient operations and faster turnaround time for airports. Developing dedicated transshipment hubs would allow better utilization of belly and freight capacities.

Secondly, infrastructure development is paramount. Expansion and modernization of transportation networks, including roads, railways, and airports, are essential to facilitate seamless cargo movement.




Keku Bomi Gazder
MD and CEO
Aviapro Logistics Services

Developing intermodal transportation hubs would enhance connectivity, efficiency, and cost-effectiveness. Simplified customs procedures reduced bureaucratic hurdles, and digitization of documentation would accelerate cargo processing. This would not only enhance the EoDB, but also reduce delays and associated costs. Investing in technology and innovation is vital. Implementing Artificial Intelligence, Internet of Things (IoT) solutions, Blockchain, and Data Analytics can improve supply chain visibility, enabling real-time tracking and monitoring of cargo. Automation and robotics could expedite cargo handling, ensuring quicker TAT.

Skill development and training play a significant role. A well-trained workforce equipped with the latest industry know-how can improve operational efficiency, safety, and customer satisfaction. Fostering partnerships and collaborations is key. PPPs can expedite infrastructure development, while collaborations between logistics companies and e-commerce platforms can create synergies and tap into the growing e-commerce market.

Finally, sustainability should be a core focus. Implementing green technologies, optimizing routes, and reducing carbon emissions would

align the industry with global sustainability goals and attract environmentally conscious clients.  takes opinions of industry stalwarts.

TRANSHIPMENT HUBS FOR UTILIZATION OF BELLY CAPACITY

The Union government is taking different measures to promote growth of the air cargo industry. Initiatives such as the National Civil Aviation Policy, establishment of dedicated Air Freight Stations (AFSs), devel-

Expansion of transportation networks, including roads, railways, and airports, are a must to facilitate seamless cargo movement

opment of integrated logistics parks and the National Logistics Policy. These reforms will help India achieve 10 million MT by 2030.

The Union government's vision of achieving 10 million MT of cargo by the year 2030 is an ambitious target. The air cargo industry is experiencing a steady growth, however, there are many challenges to overcome to achieve the central government's vision, such as inadequate infrastructure, lack of skilled manpower, high costs and inadequate dedicated freighters among others.

FACTFILE

➔ PPPs can expedite infrastructure development, while collaborations between logistics companies and e-commerce platforms can create synergies and tap into the growing e-commerce market.



Vipin Vohra
Chairman
Continental Carriers

Inadequate port and road capacities coupled with congestion issues, hinder smooth cargo movement and cause delays

The air cargo industry is trying to serve as many stakeholders as possible. However, with time, the industry will realize



CK Govil
CMD, Activair Airfreight And VP,
ACAAI

Digital freight corridors have been floating in the industry. These pathways optimize flow of large volumes of cargo

that the key was to pre-prepare for any obstacle. Creating cargo hubs will help in optimizing operational efficiency and cutting

costs by consolidating cargo in larger hubs before ferrying it to smaller spokes. This will allow linkage between different locations and improve overall logistics and transportation. The Union government, through its subsidiary AAICLAS and private airports, will continue to invest in and develop more retail airports. With the cargo flow coming from tier II and III cities, this is going to be a major move forward.

How the airports are going to develop will depend on how much business is going to come. Regional airports will play a vital role in ferrying cargo from distribution points. New airports are being developed as MMCHs, with air/ports/sea/road/rail linkage. Improving infrastructure, streamlining paperless process and enhancing ease of doing business are ongoing efforts. As technology advances, emphasis is placed on digitization, automation, and use of electronic documentation to simplify processes and reduce paperwork.

CARGO HANDLING PAIN POINTS

To realize India's dream of becoming a global cargo hub, the

industry should adopt the following key strategies:

1. Infrastructure development: investing in expanding cargo handling processing facilities of global standards, integrating technology for efficient cargo handling, and reducing turnaround time. Introduction of new globally accepted cargo handling facilities, such as air freight stations at off-airport locations to reduce the congestion at the cargo terminals.
2. Multimodal connectivity: enhancing connectivity between ports, rail, road, and air transport networks to facilitate seamless cargo movement across various modes of transportation.
3. Digitalisation: embracing digital technologies in order to optimize supply chain operations, reduce paperwork, and enhance transparency.
4. Customs and regulatory reforms: simplification of cargo clearance procedures and reduction in bureaucratic hurdles to improve ease of doing business.

HINDRANCES

1. Infrastructure bottlenecks:



Greenfield AFS at Continental Carriers

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

The only pain point is the slowdown of economic pace, especially in the European markets, affecting cargo volumes

inadequate port and road capacities coupled with congestion issues, hinder smooth cargo movement and cause delays.

2. High transportation service provider charges for transshipment cargo: high transportation service provider charges reduce the movement of transshipment cargo. Reduction in logistics costs will bolster competition, leading to increased transshipment cargo movement, aligning with the cargo hub vision.

3. Lack of technology adoption: limited implementation of advanced technologies leads to inefficiencies, lack of transparency, and data fragmentation.

4. Skilled labour shortage: shortage of skilled workforce and specialized talent in the logistics sector hampers efficient operations.

5. Inconsistent policy imple-



Sunil Kohli
Managing Director
Rahat Cargo

We need to develop infrastructure and technology at many strategic airports, apart from infusing seachanges in the existing ones

mentation: Fluctuating policies and inconsistent enforcement create uncertainty for businesses and investors.

7. Environmental concerns: environmental regulations and sustainability initiatives impact cargo handling practices, necessitating investments in greener logistics solutions.

6. Intermodal connectivity: insufficient integration between various modes of transportation results in disruptions and increases costs.

DIGITAL FREIGHT CORRIDORS MUST

The world looks up to India for supply of pharma and crucial consumables such as rice. A focus on infrastructure and air cargo-related policies can help make the country a global air cargo hub. For instance, Open Skies Policy, lower taxes on air exports, focus on reducing ATF prices to improve air logistics costs, pushing digitalisation, and embracing Artificial Intelligence in processes are some of the steps that can work wonders for the air cargo industry.

Besides, the idea of digital freight corridors has been floating in the industry for quite a while now. These digital pathways optimize flow of large volumes of cargo data between two nations or air cargo authorities. This idea can promote a real-

time exchange of information on shipment visibility between two parties. A step was taken in this direction when Kale Logistics signed an Memorandum of Understanding with Cargonaut in 2018 to facilitate a digital air corridor between Mumbai and Schiphol airports.

Inadequate government support and infra to handle transshipments and perishables, and Goods and Service Tax imposition on export freight are detrimental for air cargo growth and impact the industry's momentum for achieving 10 million tonnes by 2030. The breakdown of ICEGATE results in goods are not being cleared/missing deadlines/ additional terminal charges and air freight rates.

SLOWDOWN IMPACTS CARGO GROWTH

India has the potential to become a global cargo hub. Growing steadily, we have been on the map for local and global airlines who continue to express a deep interest in the Indian growth story. We have the right focus on significant topics such as digitalisation, automation, efficient process and are also making significant advances on road and airport infrastructure,





Dipen Lalsodagar
Deputy Director - Cargo Sales at Global Aviation Services



Amit Maheshwari
Founder & CEO
Softlink Global

India can convert airports into freight hubs because it has the most airports in Southasia and a constantly changing infrastructure

these are the key components to facilitate a global cargo hub. Indian flag carriers are rapidly increasing their fleet size to be

We need reforms in step with global best practices. Rules need to be simplified and standardized to make cross-border trading more efficient

formidable soon. The only pain point as of now is the slowdown of economic pace, especially in the European markets that

are impacting the volume growth globally.

ACHIEVE IMPROVED AIR CARGO VISION

India has the potential to become a global cargo hub to facilitate a seamless air cargo movement.

However, to achieve this, certain vital initiatives must be taken by the government and supported by the industry. At the outset, we need to develop infrastructure and technology at many strategic airports, apart from infusing seachanges in the existing ones. Such airports must be equipped with warehouses to store high volume of cargo coupled with cooling and dangerous goods centres.

The state of the art equipment also needs to be stationed at the said airports in a bid to encounter any eventuality. All efforts must be made to achieve paperless transactions entailing the formalities, thereby making an optimal usage of digital platforms. The staff positioned at the airports should also have the adequate knowledge of the jobs and must be competent enough to handle any situation arising out from time to time.

Though the government has introduced Prime Minister's Gati Shakti and National Logistics Policy, many more actions are required. Cooling centres, required to store perishables such as vegetables and pharmaceuticals at the desired temperature, are not found at a few Indian airports handling the flights on global routes.

Coordination is required among the agencies involved at the airports for smooth handling of cargo. Any improvement regarding paperless transactions is still awaited. The government thus needs to evolve a comprehensive plan after assessing the infrastructural and technological requirements at every airport in consultation with all stakeholders, including the cargo trade functionaries and the few airports, to begin with, which are designated as global hub, should be improved to achieve the desirables.

LIBERALIZATION OF CUSTOMS RULES

India can provide the best connectivity between Europe and the Far East geographically. India can convert several airports into numerous freight hubs because it has the most airports in Southasia and a con-





Kritika Seth
Executive Director
Allied Aviation

stantly changing infrastructure. Multimodal operations can connect several seaports. To achieve this vision, we need the following:

- Liberalised aviation policy for seamless connectivity
- Bigger cargo terminals, which are technologically advanced and with skilled manpower to handle huge volumes
- Good infrastructure for multimodal connectivity
- Liberalized customs regulations for global cargo transfer and single window documentation between sea and air links
- Airport infrastructure requires bigger and modern infrastructure and skilled manpower
- Implementing paperless process is the need of the hour
- Liberalised customs regulations to handle international transfers between airports and seaports.

SINGLE-WINDOW CUSTOMS CLEARANCE VITAL

Infrastructure development is vital. Enhancing the cargo capacity and efficiency of the major ports and airports to handle increased cargo traffic is very important. A strategic investment in rail, road, and waterways to improve multimodal connectivity to these ports and airports is the need of the hour. We need policy reforms that are in step with international best practices.

Regulations need to be simplified and standardized to make

cross-border trading more efficient. A single-window customs clearance system needs to be created expediting imports and exports. We must invest in the latest logistics software solutions to ensure real-time tracking, efficient operations, and compliance management.

At Softlink Global, we have seen first-hand how digital solutions can reduce costs and bring in consistency and predictability in forwarding opera-

Infra development must be prioritized. Also, airports and ports must be expanded and modernized to handle large cargo volumes

tions, revolutionizing the cargo landscape. Limited technology adoption is a major hindrance in the industry today. The absence of uniform and advanced technological systems for tracking, compliance, and



P. Balasubramanian
Founder & CEO, Air Cargo Consultancy
International Services (ACCIS)

operation management results in inefficiencies.

On the other hand, adoption of technology necessitates robust cybersecurity measures, which might not always be in one place. Now, envisioning grand ports and a digitalised logistics network is fantastic, but the reality check is in the financing. High costs and a fluctuating international economy make consistent funding a concern. Heavy investments are needed for infrastructure development, technology adop-

tion, and training, which might not always be readily available. We need a workforce equipped with the nuances of modern logistics management.

As industry leaders in enterprise software technology, Softlink Global itself has taken the initiative to upskill logistics professionals by creating a Logi-Sys Certification Programme. We are looking to

We have reached a stage where stakeholders must follow the best practices and raise the bar by ushering them

make it independently available soon, after a successful collaboration with Mumbai University and Garware Institute of Career Education and Development that saw the first batch of students receive their certificates. Other pain points such as high interest rates, high taxation, inconsistent laws and guidelines across India, labour



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issues, slower TAT in freight forwarding operations across ports and airports also need to be attended to, as a part of India's endeavour to become a global cargo hub.

STREAMLINE BORDER CARGO MOVEMENT

India has the potential to become an international cargo hub due to its strategic geographical location, growing economy, and a vast consumer market. To make this happen, some strategies that the industry should adopt and are in the process of adopting, have been mentioned below.

Firstly, infrastructure development should be prioritized. This entails modernizing and expanding airports and ports to handle large cargo volumes, while also improving road and rail connectivity between major cargo hubs. Next, it should proactively invest in advanced technologies such as Artificial Intelligence (AI) and IoT for efficient real-time tracking, analysis, and automation.

Concurrently, implementing policy reforms to simplify customs



Glyn Hughes
Director General
TIACA

processes, reduce bureaucracy, and offer tax incentives to boost the logistics and cargo sectors.

Another important idea is skill development through dedicated training centres for the industry workforce. Additionally, focus should be laid on promoting environmental sustainability by encouraging the use of green fuels and technologies in transportation practices.

Finally, in its pursuit of becoming an international cargo hub, India should strengthen domestic manufacturing through 'Make in India' initiative, expected to lead to a rise in export cargo. India is also proactively seeking partnerships with international

Trade restrictions and protectionist measures place additional obstacles to free and open trade

cargo players and logistics companies, while participating in agreements that aim to streamline cross border cargo movement.

All these strategic actions are aimed at strengthening India's role in the worldwide cargo and trade arena. India's journey to become a global cargo hub is hindered by several challenges. Inadequate infrastructure leading to congestion, complex

regulations and customs clearances causing delays, and high operational costs.

The lack of modern technology and unskilled labour impact efficiency. Additionally, the absence of integrated logistics solutions results in fragmentation within the cargo supply chain. Addressing these issues requires strategies involving infrastructure enhancement, regulatory reforms, technology adoption, skill development, and integrated logistics frameworks. Overcoming these challenges is essential for India to realize its ambitions in the global cargo arena.

DIGITIZATION, REDUCTION OF DWELL TIME MUST

Mindset change is required of those in the government apparatus who find it difficult to look at the requirements afresh without compromising basic safety and security principles and national interest. Industry must not focus on the interests of their little sphere alone and ignore the larger picture of country's interest. We have reached a stage





Vandana Singh
Director Global Corporate Key Accounts
Asia Pacific – Saudia Cargo

where the industry stakeholders are expected to follow the best practices and raise the bar by ushering them through a paradigm shift.

To cite a few examples, adoption of digitalisation from customer service to service recovery to operations instead of relying on paper, innovation in reducing dwell time at the cargo terminals with support from other stakeholders, facilitate effective utilization of resources at the air cargo terminals through forwarders utilizing 24x7 operations.

The crucial pain points include requirement for a comprehensive transshipment centre facilitating regulatory framework, effective utilization of scarce air cargo terminal real estate through breaking of barriers mandating segregation of export and import cargo, reversing the decision to stipulate maximum age for instructors of dangerous goods, which is not prevalent anywhere internationally, to ensure the country to meet the expected huge demand for training in that critical air safety related subject.

SCREENING, TAXATION ON MOVING FREIGHT

Provided the conditions are conducive for growth and expansion, India is ready to become a global cargo hub. There are many factors, which support the establishment of cargo hubs—connectivity, facilities, regulations, manufacturing base, consumer base and workforce availability are some of the significant aspects.

Trade pacts and open skies arrangements will encourage enhanced trade activity. Free trade zones are another tool to increase volumes of cargo moved. The key to success is the collaboration and dialogue

between the Union government and the industry. Trade curbs and protectionist measures place additional obstacles to free and open trade.

Recent introduction of a requirement to apply for import permits for laptops may impact inbound cargo movement and we may see other states applying similar curbs in retaliation.

India must invest in airports, ports, road and rail networks, warehousing, which will enhance connectivity

Screening is another area that needs to be probed to align with the global best practices, which facilitate efficient trade movements. Taxation complexity is another area, which places additional administrative burden on smooth freight movement. Connectivity, combining a balance of domestic, international, main deck and belly cargo capacity will need to be in better balance, although recent aircraft orders are encouraging. India has improved

its World Bank's logistics performance index overall ranking to 38, it ranks 51st in customs procedures. India should be targeting to be in the top 20 to support its ambitions.

SIMPLIFY CUSTOMS, CUT TRADE BARRIERS

The geographical location of India, especially Delhi, has the potential to become a air cargo global hub. This coupled with the global trade India is now engaged in makes it the perfect spot for transformation into a global hub. In order to achieve this vision, the industry should adopt following strategies:

Infrastructure development: India must invest in development of airports, sea-ports, road and rail networks, and warehousing facilities. This will enhance connectivity and improve logistics efficiency. (IGAI transshipment centre, upcoming Noida International Airport at Jewar and nearby hinterland are few examples).

Technology integration: Embracing Intert of Things, Artificial Intelligence and Blockchain can optimize supply chain processes. Automation and digitalisation should enable real-time tracking and efficient handling of cargo, resulting in



Nikhil Agarwal
President
CJ DARCL Logistics

improved speed, accuracy, and cost-effectiveness

Skill development: Ensuring a skilled workforce is a must for the success of the industry. Institutes should be set up and training programmes be created to provide specialized education and training in freight forwarding, logistics, and supply chain management

Government policies: A conducive environment must be created for cargo growth by

implementing supportive policies and regulations. Streamlining customs procedures, reducing trade barriers, and providing incentives for investments can attract domestic and foreign players to the industry

However, customs procedures, regulations, and fragmented policies make the industry challenging. Simplified procedures can facilitate smoother operations. The government is taking measures to provide ease of doing

The country can capitalize on the opportunity of becoming a global cargo hub by accelerating efficiency and seamless movement of goods

business. At the same time, this work is presently in progress. There are various cost-related issues such as high transportation costs, multiple documentation needs, and varying taxation struc-

tures across different states. Reducing these costs can improve the competitiveness of the cargo industry.

TAKE STEPS TO LIBERALIZE INDUSTRY

To achieve the goal of becoming an international cargo hub, the air cargo industry needs to:

- Improve infrastructure at the airports, cargo terminals, and handling facilities in a bid to accommodate large volumes of cargo and improve efficiency
- By reducing paperwork processes, logistics industries can streamline customs and regulatory processes, which can ease doing business
- Technologies can be adopted for improving transparency, real-time tracking, and visibility across the supply chain
- To establish multimodal connectivity across air, coastal, rail, and road in order to enhance efficiency
- Embrace sustainable practices in order to minimize carbon emissions and maximize proficiency
- Companies need to train their workforce to enhance and modify their skills
- To develop and implement strategies for cargo growth, industries must foster collaboration between the gov-

ernment, industry associations, and key stakeholders

By undertaking these strategies, India can capitalize on the opportunity of becoming a global cargo hub by accelerating efficiency and seamless movement of goods. Despite growth, the industry continues to grapple with hindrances that impede its potential to evolve into a global cargo hub. These obstacles encompass inadequately developed infrastructure, utilization of obsolete equipment, and lack of digital integration.

A shortfall in supply chain automation results in delays, transparency concerning shipments, and hampers decision-making and process management. Another predicament is customer satisfaction, as lack of digitization affects real-time cargo tracking.

To fast-track these changes, the central government has taken several steps by launching the National Logistics Policy, with an aim to strengthen transportation, multimodal connectivity and implement technology to unlock efficiency, among other things, to boost the industrial growth.



MOVING CARGO FROM TIER II, III CITIES

The industry's evolution, with a consistent annual growth rate of 13 per cent, highlights the opportunities that lie ahead. It is crucial for Indian businesses to recognise the potential growth opportunities presented by the air cargo industry and take proactive steps to leverage emerging trends.

The focus on transporting smaller cargo loads from tier II and III cities to major cities will contribute to a comprehensive cargo network. India presently has 35 domestic cargo terminals. For instance, at BLR Airport, to enhance connectivity to catchment areas, we have a dedicated road feeder service 'LOGI Connect by BLR' which extends the reach and accessibility of cargo movement.

Linking South India's urban centres of Tirupur, Coimbatore, Ambur, Salem, Erode, Hyderabad and Chennai, 'LOGI Connect by BLR' solidifies BLR Airport's position as the favoured cargo hub of South and Central India.

a. Digitization and automation: The emphasis on streamlining processes and adopting



Satyaki Raghunath
Chief Strategy and Development Officer,
BIAL

automation and digitalization is crucial to enhance cargo processing speed and efficiency. Modernizing cargo terminals, introducing advanced tracking systems, and implementing digital platforms such as the Airport Community System for seamless documentation and communication will accelerate cargo operations.

b. Collaborative partnerships: Encourage collaborative initiatives between industry stakeholders, including shippers, forwarders, airlines, and logistics providers. Foster partnerships to develop cost-effective

solutions such as shared logistics infrastructure or streamlined customs processes that benefit all stakeholders.

c. Sustainable practices: It is vital to prioritize sustainable practices to minimize environmental impact. Implementing green initiatives, such as eco-friendly packaging, energy-efficient operations and reducing carbon emissions will align the industry with global sustainability goals.

d. Skilled workforce: Developing a skilled workforce capable of handling modern cargo operations is crucial. Investing in training programmes and fostering talent within the sector will ensure a competent workforce that can drive the industry's growth sustainably.

e. Global connectivity: Enhancing its integration into global supply chains demands that India enhance its connectivity, forge improved trade agreements, and foster a favourable business environment. Achieving this entails liberalizing trade, engaging in favourable negotiations for trade pacts with various nations and regions and enticing foreign investment. These

efforts empower India to augment its participation in global value chains.

f. Ease of doing business (from the gfovt's perspective): Governments play a pivotal role in nurturing a thriving air cargo culture among businesses. By streamlining regulations,

It is significant for the Indian businesses to recognise the potential growth opportunities presented by the cargo industry and take proactive steps

simplifying customs procedures, and providing financial incentives for selecting air transport, they can cultivate an environment conducive to growth of air cargo. Collaborating with air cargo industry associations to impart knowledge and guidance to businesses regarding the benefits and potential of air cargo is another way they can contribute.



FOCUS ON CAPACITY AUGMENTATION

India possesses the potential to evolve into a global cargo hub, as evidenced by its ascent from 54th to 38th in the World Bank's LPI. India's burgeoning cargo sector is characterized by key players such as IndiGo Cargo, BlueDart, DHL, FedEx, UPS, and SpiceXpress.

Collaborations between airlines and logistics firms, the development of new airports, and implementation of e-freight by the Union government have fuelled growth. The much-anticipated National Air Cargo strategy's 2019 release has brought to light the obligations of the Union government to freight forwarders, as the strategy aims to make India one of the top five air freight markets by 2025.

Sectors such as pharma are propelling cargo growth due to speed and reliability. e-commerce has catalyzed the demand for air cargo, making up around 20 per cent of volumes, with continued growth projected.

To manage escalating traffic, India should focus on capacity augmentation, digitalisation, skilled personnel, and specialized infrastructure. Strategies to actualize this vision include:

- Establishing multimodal logistic parks for seamless connectivity
- Developing automated warehousing hubs for efficient storage and processing
- Addressing tarmac timing issues at regional airports to enhance supply chain efficiency
- Building dedicated cargo airports and transshipment centers
- Prioritizing sustainability and green warehousing for environmental impact reduction
- Embracing the National Air Cargo Strategy's objectives to make the country a top-five air freight market by 2025

These strategies, aligned with India's position as an economic engine and transit hub, can propel the nation into an international cargo power-



Videh Kumar Jaipuria
CEO
DIAL

India should focus on capacity augmentation, digitalisation, skilled personnel, and specialized infrastructure

house, thus fostering economic growth and international trade

While some of the challenges include capacity constraints, driven by reduced passenger flight cargo space due to COVID, necessitate innovative partnerships and investments. Compliance with complex regulations, especially in security and customs, is maintained through continuous protocol updates.

Mitigating volatile fuel costs involves exploring fuel-efficient technologies and sustainable aviation fuels. Economic uncertainty and geopolitical tensions emphasize the diversification of markets and services. Robust contingency plans and risk mitigation strategies counter supply chain disruptions. Talent shortages are tackled via training programmes and attractive compensation packages.

INVESTMENT IN R&D CAN GIVE EDGE

India with its strategic location has potential to become a global cargo hub. A rapidly growing economy, favourable govern-

ment policies for ease of doing business, free trade agreements (FTAs), infrastructural, and industrial advancements enable India to become a gateway to the South Asian region.

Manufacturing companies are focusing on the China +1 strategy and India's Make in India initiative will be an opportunity to increase its shares of global manufacturing, especially tech-related manufacturing by friendly countries. This will benefit the cargo business in India. New policies and initiatives being implemented by the Union government aim to enhance competitiveness, streamline procedures, provide financial assistance, and expand the market access for Indian exporters.

Export Promotion Schemes, Make In India initiatives, Foreign Trade Policies such as Free trade Agreements and Preferential Trade Agreements, Single Window Interface for Facilitating Trade, and export promotion councils are trying to promote Indian exports. Indian airline operators such as the Air India and IndiGo plan to induct several new aircraft into their fleet in coming years not only to increase connectivity but also to increase belly capacity that each new airplane brings in.

Building robust infra, and modernizing existing logistics parks, freight corridors, and distribution centers are crucial factors. Investments in R&D for innovative logistics and digital technologies can give a competitive advantage over global players. AI, Blockchain, automation, and the IoT are essential to enhance operational efficiency. The major bottlenecks include:

- Indian EXIMs are dependent on global carriers. Indian airlines can leverage this growth opportunity and strengthen the freighter linkage from Indian cities.
- Lack of product-specific infra for logistics ops of handling and storing cargo.
- Limited adoption of advanced technologies like AI, Blockchain, IoT, and data ana-



Pradeep Panicker
CEO
GHIAL

Lack of dedicated wide-body freighters is the reason for cargo airlines not being able to fly to long and ultra-long-haul destinations

lytics in cargo operations.

- Minimal availability of skilled workforce with expertise in logistics, supply chain management, and global trade.
- Withdrawal of Double Dipping in India during COVID and delays in approvals from MoCA to the airlines post COVID.
- Lack of dedicated wide-body freighters is the reason for Indian cargo airlines not being able to fly to long and ultra-long-haul destinations.
- Time-consuming rules causing delays in imports and exports can deter businesses from air cargo, as it can add to the costs.
- Lack of coordination between organizations can lead to delays and inefficiencies. It is essential for stakeholders to come onto a single platform.

FACTFILE

- Airlines must leverage growth opportunity and strengthen the freighter linkage from the Indian cities.

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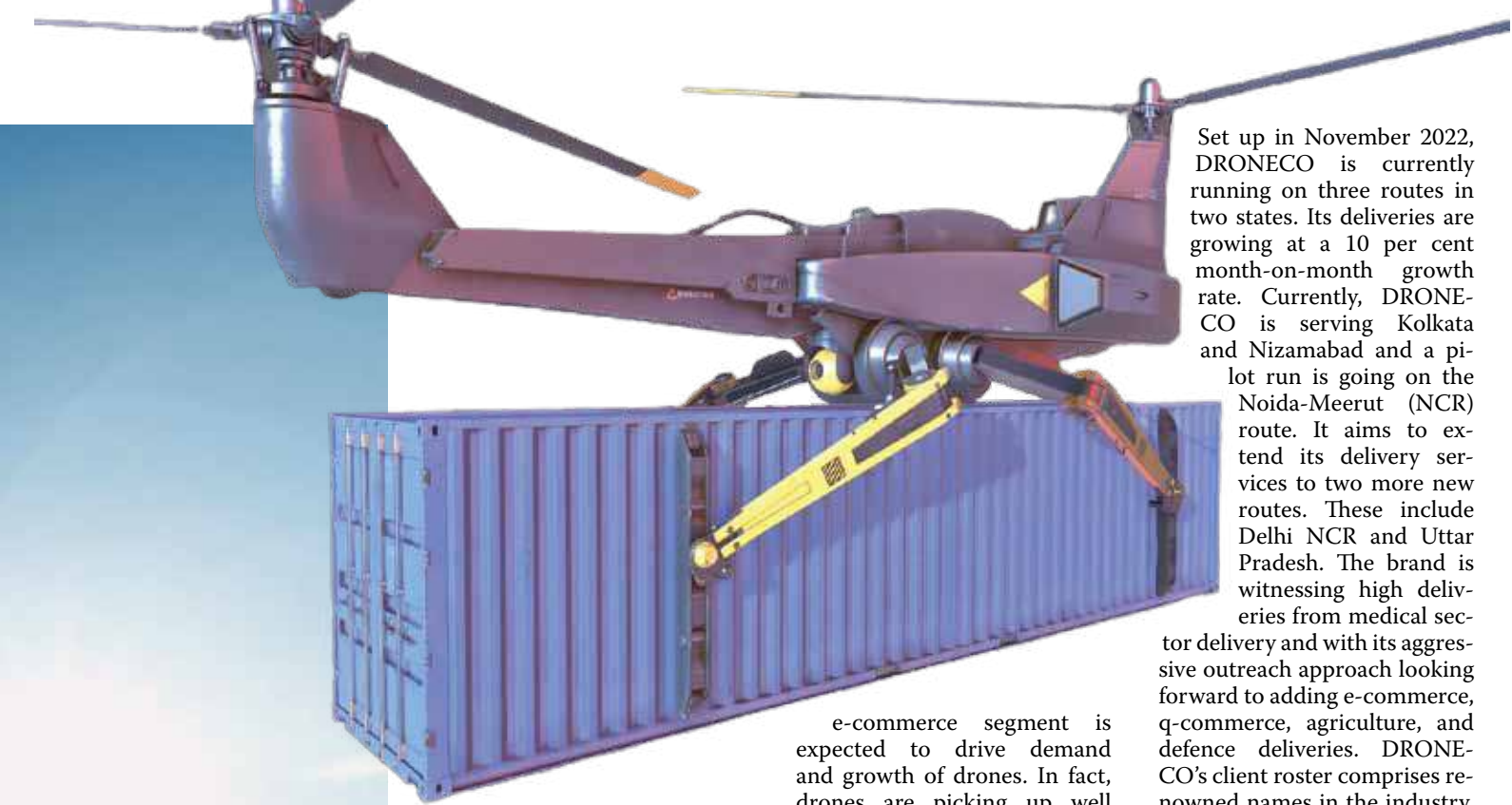
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Taking flight: How cargo drones are reshaping logistics

According to MoCA, the drone industry in India is projected to witness a substantial revenue increase, reaching around US\$1.63-2.04 billion by 2026. In a bid to promote growth in this sector, the government is actively encouraging both startups and MSMEs to venture into drone technology investments.



CT Bureau

Of late, drones have become one of the industry's most glorified innovations after digital innovation and introduction of AI, Blockchain and Data Science. They not only have the potential to reduce delivery time and costs, but also the drones increase efficiency specially in the interior areas. Additionally, drones can reduce the carbon footprint associated with traditional delivery methods. When it comes to competitiveness, drones are much cheaper and faster. And what is more, they cost 25 per cent less (cost-wise) as compared to the ground logistics.

According to the Union Civil Aviation Ministry, the drone market is projected to increase from ₹2,900 crore in 2020 to about ₹77,300 crore in 2025 at a CAGR of 80 per cent and is further expected to reach up to ₹2,95,000 crore by 2030. The government is also encouraging startups and Micro, Small, and Medium Enterprises (MSMEs) to invest in drone technology by lowering the yearly sales threshold to ₹2 crore for drones and ₹50 lakh for drone components.

e-commerce segment is expected to drive demand and growth of drones. In fact, drones are picking up well globally. **CARGO** spoke to global experts about the increasing popularity of drones and its pros and cons.

India-based, DRONECO, the logistic arm of drone tech startup, TSAW Drones, has set up a goal to complete over 10



Kishan Tiwari
Co-Founder and CEO
TSAW Drones (DRONECO)

lakh deliveries in 2023. With a track record of 8,400 successful package deliveries till date, DRONECO is expanding its reach and revolutionizing the delivery industry. So far, the company's drones have covered 6,920 km and delivered a cumulative weight of 620 kg.

Set up in November 2022, DRONECO is currently running on three routes in two states. Its deliveries are growing at a 10 per cent month-on-month growth rate. Currently, DRONECO is serving Kolkata and Nizamabad and a pilot run is going on the Noida-Meerut (NCR) route. It aims to extend its delivery services to two more new routes. These include Delhi NCR and Uttar Pradesh. The brand is witnessing high deliveries from medical sector delivery and with its aggressive outreach approach looking forward to adding e-commerce, q-commerce, agriculture, and defence deliveries. DRONECO's client roster comprises renowned names in the industry, including Medvolant, TATA 1MG, GIMS, and Kanhaiya Life Care Medicine.

Kishan Tiwari, Co-Founder and CEO, TSAW Drones, averred, "We are thrilled to set the bar high and aim for more than one million deliveries by this year-end. This target is a testament to the tremendous

Startups and MSMEs are encouraged to invest in drone tech by lowering yearly sales threshold to ₹2 cr for drones and ₹50 lakh for drone components

growth and success we have achieved so far." He added, "At DRONECO, we are driven by the belief that the sky is not the limit, but our launching pad for endless possibilities. With each successful delivery, we are bridging distances, eliminating barriers, and bringing convenience to doorsteps. DRONECO is not only meant to serve as a seamless drone delivery platform; it stands as a gateway to a new era of connectivity. Together alongside TSAW,



Rabih Bou Rached
CEO and Founder
FEDS

we are making the impossible possible by rewriting the rules of delivery to shape the future of logistics. A future where more cities, more businesses, and more people can rely on our innovative solutions to connect and thrive together.”

At DRONECO, the delivery process begins with securing the necessary permissions based on the designated zones. Local police authorities and Air Traffic Control are notified, and a planned route of

operation is established. Operations begin as per the approved time of operation, with take-off and landing times communicated via email to the relevant authorities. Safety and efficiency are paramount at DRONECO, which is why the company offers special features to enhance the delivery experience.

With drones, we can deliver faster and give cost-effective solutions to our customers, while reducing our carbon footprint

These include real-time decision-making in the event of motor or communication issues, pre-planned flights to minimize delays, and collision avoidance capabilities. The company’s approach, combined with its strategic partnerships and cutting-edge technology, positions DRONECO as a leader in the delivery industry.

Rabih Bou Rached, CEO and Founder said based in the UAE, **FEDS** is one of the leading players in the segment.



Glyn Hughes
Director General, The International Air
Cargo Association (TIACA)

“Drones are shaking up the air cargo industry in a big way, and it is amazing to see what this technology can do, he said. At FEDS, we recognize the potential that drones offer for businesses looking to stay ahead of the competition. With drones, we can deliver faster and efficiently, and give cost-effective solutions to our customers,

while reducing our carbon footprint and improving overall sustainability. As an industry, we are beginning to scratch the surface. We believe that this technology can be used in a variety of different applications—from transporting medical supplies and disaster relief aid to delivering packages straight to customers’ doorstep. The possibilities are endless. Of course, with any new technology comes challenges. The regulatory environment surrounding drones is still evolving. Safety is one

Advanced Air Mobility solutions provide new opportunities and provide lower cost alternatives to critical current supply chain solutions

of the priorities. We believe that drones are an important part of the future of air cargo, and we are thrilled to be at the forefront.” Unmanned aerial vehicles (UAVs) not only facilitate



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Peter Hewett
Director of Global Cargo, Security and
Network Operations Centre, Dronamics

movement of goods and materials, but also reduce carbon emissions generated by traditional transportation methods.”

“Exciting times are coming ahead,” said **Glyn Hughes, Director General, The International Air Cargo Association (TIACA)**. He added, “There is a common thread that runs through every industry magazine and every industry awards programme, and that is the growing number of drone or Advanced Air Mobility (AAM) solutions that are being developed and launched. Is this a temporary trend or a revolutionary one for air cargo and transport operations. TIACA

believes it is the latter. AAM solutions provide new opportunities and provide lower cost alternatives to critical current supply chain solutions. The list of potential applications is

The options for mission launch are variable and can apply to specific supply chain needs from VTOL, shortened runway, catapult, or from moving vehicles

growing daily—from transporting medical tests to delivering urgent medical supplies, ferrying a wedding ring to delivering gold ornaments, e-commerce deliveries to mining or drilling equipment—from packages weighing 1 kg to over 130 t based on future design plans. Exciting times lie ahead. Adopting new aerodynamic designs, with a variety of propulsion systems designed around application needs, with reduced CO2 emissions emanating from reduced aircraft weight, and with range between a few kilometers to a few thousand, the list is endless and shows no

signs of slowing. The options for mission launch are variable and can apply to specific supply chain needs from VTOL, shortened runway, catapult, or from moving vehicles. But challenges still lie ahead. Integration with existing commercial



Scott Henderson
General Manager
The Drone Centre

aviation is the key. Cross border international regulations need to be established to align with the growing number of national regulatory regimes. Auto pilot, beyond line of sight, pilot training, control centre management and drone port connectivity are some of the areas that need multiple parties, from industry, manufacturers, inter-

national agencies, and national civil aviation authorities to come together and create a new framework, which has safety and security at its heart.”

Echoing similar sentiments, **Peter Hewett, Director, Global Cargo, Security and Network Operations Centre, Dronamics** asserted, “The potential of drones for the cargo industry is significant—it’s

Using drones for delivery of cargo considers several factors such as the weight and size of the cargo to be delivered and the distance

transforming the way goods are being transported. The most common application of drones is to facilitate the delivery of goods for the last mile, essentially replacing the courier. At Dronamics, we have adopted a different approach by targeting the middle-mile instead. We believe it is where technology can make the difference. We design, build, and operate large-scale drones for middle-

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mile logistics to reduce delivery times, costs, and carbon footprint. Our approach creates new opportunities for delivering goods to remote or hard-to-reach locations.

“Our proprietary aircraft, the Black Swan, is a cargo drone, which can transport 350 kg to over 2,500 km (1,500 miles). It can cover most of Europe in one flight, or Beirut to Cairo, from Riyadh to Tehran. It can also land on any airstrip with over 400m length. This ensures that we can serve under-utilized routes and provide connections to communities and businesses that do not have access to affordable same-day delivery, thereby making it an ideal solution for cargo transportation in challenging environments,” he said.

Cargo is a cost-sensitive industry, so our drones are designed with efficiency in mind—reducing cost by 50 per cent and time by 80 per cent, and carbon emissions by as much as 60 per cent. We are the first company to obtain operational license (LUC) in Europe. This means we have a first-mover advantage to demonstrate our technology, establish partnerships with leading logistics companies globally.

“Working together with the regulators is to develop



Glen Rebello
Founder and Director
QuadXDrones

a regulatory framework and traffic routes toward some remote areas. This will benefit the consumer allowing critical and sensitive cargo to reach destinations. Our industry is susceptible to market challenges—innovation is significant. Since air cargo is price sensitive so innovation needs to be practical and have the potential for wide adoption. We have spearheaded as many innovations that have resulted in a streamlined supply chain process. One of these is the reduction of dwell time in cargo facilities, which we have achieved by shortening the cut off times for cargo acceptance and delivery by the cus-

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

In addition, our advanced cargo booking system allows for tracking messages to be sent directly to mobile devices based on predefined key performance indicators (KPIs) that have been agreed upon with the customer. Also, we are seeking to improve the time of booking by gathering more data at the point of booking. This includes capturing key information such as the dimensions of the cargo, advance notification for dangerous goods, and other factors that have been identified by the customer. By doing so, we can anticipate issues before they arise and ensure that the supply chain continues to operate smoothly and efficiently.

Scott Henderson, General Manager, The Drone Centre asserted, “Drones are becoming a popular method for delivering cargo to distant locations. Their ability to navigate challenging terrain and bypass traditional transportation obstacles makes them a convenient option to deliver supplies to remote areas, and in the wake of a disaster or for emergencies. Using drones for cargo delivery considers several factors such as the weight and size of the cargo, the distance to the deliv-

ery location, and the availability of suitable landing and take-off areas. Safety protocols and regulatory requirements must be observed to ensure the safe operation of drones and the protection of people and property on the ground.”

One exciting application of drones for cargo delivery is in disaster relief efforts. When natural disasters or other emer-

Remotely piloted UAV deliveries using fixed-wing aircraft or VTOL technology have proved to be revolutionary and practical

gencies have damaged roads and infrastructure, drones can deliver essential items such as food, water, and medical supplies to affected areas quickly and efficiently. Drones can also deliver goods to remote areas inaccessible by traditional means. For example, equipment, supplies or spare parts to offshore rigs. Where traditionally, you would have to decide between a helicopter (and paying for it) or the cost-effectiveness of a boat, but in the end lose out on speed. With the drones one gets the



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Lionel D'silva
Manager
QAQC, Kuwait

Air freight will face many challenges soon. The need to digitize the air supply chain and adopt steps such as the use of drones is at the heart of this switchover

required speed without paying chopper-level prices. As the technology advances and regulations are refined/simplified, we expect to see increased adoption of drones for cargo delivery, he added

Glen Rebello, Founder and Director, said since its inception in 2019, QuadX Drones is focusing on utilizing drones for transporting small loads. He shared, "As of today, the use of drones for transportation remains limited. While Amazon has recently launched their Prime Air deliveries in California, it constitutes a fraction of their total deliveries. In fact, drone deliveries and logistics are efficient and practical for a limited area of operations, typically within a radius of 10-15 km.

Beyond the USA, there have been few notable achievements in drone-based air cargo. This is partly due to the limitations

of multirotor or multicopter drones. However, remotely piloted UAV deliveries using fixed-wing aircraft or VTOL technology have proved to be revolutionary and practical. One such example is Zipline, an American company that designs, manufactures, and oper-

Lionel D'silva, Manager QAQC, Kuwait added, "Boeing Horizon X is using aircraft technology to develop autonomous air travel. It completed aerodynamic flight tests of self-flying planes (or unmanned cargo aerial vehicles). The intention is to cre-

allenges—increased price pressure, global trade tensions, increasing industry regulations, disruption through digitization, demand to speed up movement of goods across the globe, and lockdowns. The future success of the air freight industry will depend on the



ates delivery drones in multiple countries across the world. Zipline focuses on secure and fast supply of pharmaceuticals, delivering goods up to distances of 50-100 km.

Their remotely piloted aircraft have an endurance of 60-90 minutes, making them a practical solution for urgent medical deliveries in remote areas. While drones are currently limited to a specific area of service, the industry has a lot of potential for growth. In less than five years, it's possible that we will see drones doing efficient long-range deliveries of goods by air. As technology continues to evolve, the possibilities for drone-based air cargo will only continue to expand."

ate cargo aircraft that will be able to meet on-demand air deliveries of up to 500 pounds. Amazon is creating aircraft tech to develop safe drone delivery. Its delivery system is called Prime Air, and when fully developed, it will be able to deliver packages to customers in 30 minutes or less using drones.

The FAA has issued final version of rules regarding safety compliance for drones that are used to deliver packages. Air freight will face many logistics challenges soon. The need to digitize the air supply chain and adopt measures such as the use of drones is at the heart of this switchover to the use of new processes. But with change come chal-

ability of the stakeholders to adapt to these changes with speed and agility throughout the supply chain, and to form strategic partnerships."

FACTFILE

- ➔ Zipline focuses on secure and fast supply of pharmaceuticals, delivering goods up to distances of 50-100 km.
- ➔ Amazon is developing safe drone delivery. The system is called Prime Air, and when fully developed, it will be able to deliver packages to customers in 30 minutes.



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Export growth in commodity groups in July 2023

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

Commodity groups exhibiting positive growth

1	Iron Ore	20.44	217.24	962.82
2	Oil Meals	80.56	108.14	34.24
3	Oil seeds	92.69	123.12	32.83
4	Ceramic products & glassware	332.28	401.47	20.82
5	Fruits & Vegetables	234.17	278.52	18.94
6	Electronic Goods	1811.51	2048.55	13.09
7	Coffee	93.51	104.64	11.90
8	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	946.48	1009.10	6.62
9	Rice	930.30	980.39	5.38
10	Cereal preparations & miscellaneous processed items	227.87	233.71	2.56
11	Drugs & Pharmaceuticals	2123.85	2125.69	0.09

Commodity groups exhibiting negative growth

12	Petroleum Products	8162.09	4598.72	-43.66
13	Other cereals	102.14	65.50	-35.87
14	Gems & Jewellery	3279.34	2304.69	-29.72
15	Jute Mfg. including Floor Covering	39.17	29.35	-25.07
16	Mica, Coal & Other Ores, Minerals including processed minerals	451.94	340.61	-24.63
17	Handicrafts excl. handmade carpet	156.03	122.96	-21.19
18	RMG of all Textiles	1381.14	1141.17	-17.37
19	Tea	78.34	65.16	-16.82
20	Plastic & Linoleum	804.51	674.19	-16.20
21	Marine Products	711.83	598.07	-15.98
22	Leather & leather products	464.32	404.56	-12.87
23	Spices	339.58	298.77	-12.02
24	Man-made Yarn/Fabs./made-ups etc.	435.81	390.25	-10.45
25	Tobacco	113.47	104.70	-7.73
26	Engineering Goods	9367.92	8747.76	-6.62
27	Meat, dairy & poultry products	308.81	292.04	-5.43
28	Carpet	117.77	111.44	-5.37
29	Organic & Inorganic Chemicals	2647.65	2567.91	-3.01
30	Cashew	26.92	26.81	-0.41

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

Import growth in commodity groups in July 2023

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

Commodity groups exhibiting positive growth

1	Pulses	66.05	205.58	211.25
2	Dyeing/tanning/colouring materials	369.44	553.81	49.91
3	Gold	2371.42	3503.24	47.73
4	Sulphur & Unroasted Iron Pyrites	14.11	17.80	26.15
5	Chemical material & products	1172.39	1351.50	15.28
6	Electronic goods	6759.73	7767.29	14.91
7	Machinery, electrical & non-electrical	3799.80	4330.73	13.97
8	Machine tools	385.41	417.55	8.34
9	Iron & Steel	1728.08	1833.62	6.11
10	Pulp and Waste paper	155.80	164.64	5.67
11	Professional instrument, Optical goods, etc.	593.28	620.92	4.66
12	Non-ferrous metals	1822.05	1896.63	4.09
13	Transport equipment	1521.68	1583.20	4.04
14	Medicinal & Pharmaceutical products	710.61	735.02	3.44

Commodity groups exhibiting negative growth

15	Silver	1078.37	30.55	-97.17
16	Project goods	198.67	60.63	-69.48
17	Cotton Raw & Waste	193.86	88.72	-54.24
18	Coal, Coke & Briquettes, etc.	5180.49	2735.06	-47.20
19	Fertilisers, Crude & manufactured	1691.75	989.93	-41.48
20	Pearls, precious & Semi-precious stones	3213.25	1980.26	-38.37
21	Petroleum, Crude & products	18556.24	11755.70	-36.65
22	Newsprint	58.21	39.54	-32.07
23	Organic & Inorganic Chemicals	3143.53	2322.12	-26.13
24	Textile yarn Fabric, made-up articles	267.04	201.15	-24.67
25	Leather & leather products	91.27	73.61	-19.35
26	Vegetable Oil	2015.75	1632.62	-19.01
27	Fruits & vegetables	225.04	185.47	-17.58
28	Wood & Wood products	654.69	568.73	-13.13
29	Artificial resins, plastic materials, etc.	2193.87	1932.14	-11.93
30	Metaliferrous ores & other minerals	829.74	817.24	-1.51

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

FTAs can create new market opportunities, slash barriers

Forming strategic alliances with other logistics players, such as carriers, customs brokers, or technology providers, can lead to synergies and expanded service offerings, says **Xerrxes Master, President, AMTOI**. He shares the association's plans to tap potential in new trade routes and establish a presence in untapped markets.



Ritika Arora Bhola

What are AMTOI's future projections for the industry?

The future of the Indian cargo industry looks promising, with projections indicating continued growth and evolution. Some key projections for 2023 include:

- **Steady growth:** The industry is expected to maintain its growth trajectory, driven by factors, such as robust economic growth, increased consumer spending, and the expansion of e-commerce



- **Shift to air cargo:** Air cargo is projected to witness substantial growth due to its speed and efficiency in transporting high-value and time-sensitive goods. The rise of e-commerce and the need for faster deliveries will further boost the demand for air cargo services

- **Infrastructure development:** The Union government has prioritized infrastructure development, including the



Xerrxes Master
President
AMTOI

improvement of roadways, railways, ports, and airports. Initiatives such as Bharatmala Project and Sagarmala Project aiming to enhance connectivity and logistics efficiency, which will impact the cargo industry

- **Technology integration:** Advanced tracking systems, Internet of Things (IoT) devices, and data analytics will play a crucial role in improving supply chain visibility, optimizing

route planning, and enhancing operational efficiency

Share with us AMTOI's projects in pipeline?

- **Geographic expansion:** We plan to expand our operations to new regions or countries with emerging market potential, allowing us to tap into new trade routes and establish a presence in untapped markets

As the industry evolves, embracing technology, and providing excellent customer service will be crucial for freight forwarders

- **Service portfolio diversification:** We are exploring opportunities to introduce specialized offerings to cater to specific industries or niche markets. These include services such as temperature-controlled logistics or hazardous goods transportation

What are the current opportunities in Indian logistics sector?

- **Last-mile delivery solutions:** The rise of e-commerce and changing customer expectations create opportunities for freight forwarders and NVOCCs to offer efficient last-



mile delivery solutions, including partnerships with local delivery providers

- **Specialized trade lanes:** Focusing on specialized trade lanes or industry-specific logistics solutions, such as pharmaceuticals, perishables, or automotive, can open niche opportunities and higher-value services

- **Collaborations and partnerships:** Forming strategic alliances with other logistics players, such as carriers, customs brokers, or technology providers, can lead to synergies and expanded service offerings

- **Trade facilitation initiatives:** Keep an eye on the trade facilitation initiatives and free trade agreements (FTAs) between the countries as they would create new market opportunities and reduce the barriers for international trade

As the industry evolves, embracing technology and providing excellent customer service will be crucial for the freight forwarders and the NVOCCs to thrive in this year and beyond. 📌

FFFAI's 15th EC focuses on multimodal logistics in NE

The federation likes to expand its network and strengthen activities to facilitate the EXIM trade in line with the endeavour of the central government in view of the unexplored Northeast region. The EC meeting also focused on challenges of utilizing inland waterways and surface transports, says **Shankar Shinde, Chairman, FFFAI**.



CT Bureau

To stress upon the need to boost multimodal logistics operations in North-eastern states and for connecting with Southeast Asian countries and Bangladesh, Bhutan, and Nepal by utilizing cost-effective land/multimodal transportation routes, the Federation of Freight Forwarders' Associations in India (FFFAI) held its 15th Executive Committee (EC) Meeting in this month in Kolkata.

Hosted by the Calcutta Customs House Agents' Association, the meeting also focused on opportunities and challenges of utilizing inland waterways



Shankar Shinde
Chairman
FFFAI

and surface transports. The Executive Committee meeting was attended by the office-bearers and members.

The federation would like to expand its network and explore activities in the Northeast

Customs brokers from Guwahati and Shillong were also invited to exchange ideas on the potential of this regions from the interest of EXIM trade, customs brokers,

freight forwarding and logistics industry.

Shankar Shinde, Chairman, FFFAI, said, "Considering the importance of the untapped Northeast region, the federation would like to expand its network and strengthen activities in the region to facilitate the EXIM trade, in line with the endeavour of the present government by creating conducive policies and setting up of required infrastructure for multimodal logistics operations." Other major topics discussed during the meeting were related to Customs, GST, airport and air freight, ports, sea freight, and ICDs among others. 🇮🇳

ACAAI meet for Eastern region

Shantanu Murmu, Director, Globsync India, has been elected as the Regional Chairman, East region, ACAAI says, “We walked the extra mile to salvage our industry. We were mobile from 1 April 2020 to create a supply chain where there is no shortage of essential goods and pharmaceuticals.”



Shantanu Murmu
Director, Globsync India & Regional
Chairman, Eastern Region, ACAAI

The ACAAI held its Eastern Regional Team Annual General Meeting on 18 August in Kolkata. This was followed by Air Cargo Meet where representatives from the airlines and airport terminals, AAICLAS and customs and Calcutta Customs House Agents Association of India participated. Shantanu Murmu, Director, Globsync India, was elected as Regional Chairman and took charge from the outgoing Regional Chairman Amit Koley of Saila Shipping. “A lot has been done and achieved during COVID. We were mobile from 1 April 2020 to create a supply chain where there is no shortage of essentials and pharmaceuticals. Our limits were tested, and we, as an unorganised sector, overcame every obstacle. We walked the extra mile and risked our life to salvage the industry. The world has never thought cargo can be flown on passenger seats, which we did successfully. This is

an innovation. Once an IndiGo pilot told me that we have lost the gamble. But these ideas worked. Now we are being treated better,” Murmu said.



Glimpses from the ACAAI Eastern Regional meet





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Air cargo contraction eases in June: IATA

Cargo capacity, measured in available cargo tonne-kilometers, rose 9.7% compared to June 2022, which was a slower rate compared to double-digit growth recorded between March and May, says **Willie Walsh, Director General, IATA**. Demand in June was only 2.4 per cent below June 2019, he adds.



CT Bureau

IATA released data for June 2023 global air cargo markets showing the smallest year-over-year contraction in demand since February 2022.

Global demand, measured in cargo tonne-kilometers (CTKs), fell 3.4 per cent in June compared to June 2022 (-3.7% for international operations). For the half year, demand slid 8.1 per cent compared to the January-June period of 2022 (-8.7% for international operations). However, demand in June was only 2.4 per cent below June 2019 levels (pre-pandemic). Cargo capacity, measured by available cargo tonne-kilom-

eters (ACTKs), rose 9.7 per cent compared to June 2022, which was a slower rate compared to the double-digit growth recorded between March and May. This reflects strategic capacity adjustments airlines are making amid a weakened demand environment. Capacity for the first half of 2023 was up 9.9 per cent compared to a year ago. Capacity is now 3.7 per cent above June 2019 (pre-pandemic) levels.

FACTORS AFFECTING DEMAND

In June, Purchasing Managers Index or PMI of manufacturing output and new export orders, which were 49.2 and 47.1, respectively, were below the critical threshold

represented by the 50-mark indicating a decline in international manufacturing production and exports.

International cross-border trade decreased by 2.4 per cent year-over-year in May, reflecting the cooling demand environment and challenging macroeconomic conditions. The difference between the annual growth rates of air cargo and the global goods trade narrowed to -2.6 percentage points in May, representing the smallest gap since January 2022. However, the gap still suggests that air cargo continues to suffer more than container cargo from the slowdown in global trade.



Willie Walsh
Director General
IATA

"We remain hopeful that the difficult trading conditions for global air cargo will moderate as the inflation eases in the major economies. This, in turn, could encourage the central banks to loosen the money supply, which could stimulate greater economic activity around the globe," said Willie Walsh, Director General, IATA.

REGIONAL PERFORMANCE

The carriers in the Asia Pacific region posted a 32.4% increase in global air cargo volumes. This was a strong turnaround from decline registered in May. Cargo capacity increased by 11.1 per cent for the month. For the first half of the year, the global air cargo demand decreased by 5.6 per cent compared to an year ago, with an 11.2 per cent increase in cargo capacity. 📈

Air cargo market in detail - June 2023

	World share ¹ (%)	June 2023 (% year-on-year)				June 2023 (% ch vs the same month in 2019)			
		CTK (%)	ACTK (%)	CLF (%-pt) ²	CLF (level) ³ (%)	CTK (%)	ACTK (%)	CLF (%-pt) ²	CLF (level) ³ (%)
TOTAL MARKET	100.0%	-3.4%	9.7%	-5.8%	43.2%	-2.4%	3.7%	-2.7%	43.2%
Africa	2.0%	-2.8%	-3.7%	0.4%	44.6%	5.3%	-20.3%	10.8%	44.6%
Asia Pacific	32.4%	-3.6%	24.4%	-13.6%	46.8%	-6.1%	5.5%	-5.8%	46.8%
Europe	21.8%	-2.8%	4.4%	-3.5%	47.6%	-12.9%	-8.7%	-2.3%	47.6%
Latin America	2.7%	7.3%	15.4%	-2.5%	33.7%	3.8%	12.7%	-2.9%	33.7%
Middle East	13.0%	0.5%	11.1%	-4.7%	44.6%	5.2%	6.6%	-0.6%	44.6%
North America	28.1%	-6.5%	0.7%	-2.9%	37.4%	8.1%	10.5%	-0.8%	37.4%
International	86.9%	-3.7%	7.7%	-5.8%	48.6%	-3.2%	0.9%	-2.1%	48.6%
Africa	2.0%	-2.8%	-3.6%	0.4%	45.4%	6.5%	-19.1%	10.9%	45.4%
Asia Pacific	29.7%	-7.2%	12.8%	-11.6%	54.0%	-6.8%	1.3%	-4.7%	54.0%
Europe	21.5%	-3.0%	4.5%	-3.9%	50.0%	-13.2%	-9.9%	-1.9%	50.0%
Latin America	2.3%	8.0%	19.5%	-4.0%	37.9%	6.7%	23.5%	-6.0%	37.9%
Middle East	13.0%	0.5%	11.2%	-4.8%	44.9%	5.2%	6.7%	-0.6%	44.9%
North America	18.4%	-3.3%	2.1%	-2.5%	44.6%	9.4%	9.0%	0.1%	44.6%

¹% of industry CTKs in 2022

²Change in load factor

³Load factor level

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



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Overcoming barriers to improve Indian trade

Intra-Asia volumes have improved. Indian export volumes in July this year increased by 9% compared to the same period last year. Import volumes grew by 20% in July 2023 compared to July last year. Besides with the China+1 policy being adopted by West & India, the lines are keenly watching these developments.

In the past three years, the world witnessed unprecedented events such as COVID and the Russia-Ukraine war. All this had an impact on the global trade and container shipping. With demand exceeding supply during COVID as far as space and equipment were concerned, the shipping lines did all they could to bridge the gap.

New services were launched by the shipping lines to assist the trade. The shipping lines, who placed orders for more capacity during COVID, started receiving deliveries in 2022 and 2023—some were ultra large vessels of 24,000 TEU capacity, which increased the global trade. These deliveries will also continue next year.

Currently, vessel charges at Indian ports are higher compared to foreign ports. The unit cost per move is higher for a vessel calling at Indian ports

All this resulted in supply exceeding demand and pushed the freight rates back to pre-COVID levels. The steps taken by the USA to beef up its economy and release pent up demand in the Western world is somewhat encouraging for cargo flows.



Intra-Asia volumes too have improved. Indian export volumes in July this year increased by 9 per cent compared to the same period last year. Import volumes grew by 20 per cent in July 2023 compared to July last year. Besides with the China + 1 policy being adopted by Western countries and India, the lines are keenly watching these developments. Some of the key initiatives are as follows:

Increased port capacity: Currently Mundra Port can handle 396 metre long vessels with 16.5 metre draft and 18,000 TEU capacity. More Indian ports need to follow suit. Capacity at Indian ports needs to be upgraded, keeping in mind the future volumes.

Green initiatives: The shipping lines made changes in the engines of their vessels/fitted scrubbers and ordered new vessels with modern machinery for use of low sulphur fuel. As most newly built ships

are retrofitted for shore power, bunkering facilities for green energies such as LNG, hydrogen, methane are needed for these new builds to call at Indian ports.

It would help if mixed trains, operated by CONCOR, were discontinued and dedicated trains were to be operated. If they are not feasible, the mixed trains should call at the terminal for which they have the maximum containers on board.

Port charges, custom processes: Currently, vessel related charges at Indian ports are higher compared to foreign ports. The unit cost per move works out higher for a vessel calling at Indian ports. Uniformity should also be brought into the processes.

Digitization: To assist the trade, the shipping lines have taken steps to promote digitization. These include releasing eBLs, which help in reducing time and cost of transaction.

Although this is acceptable in many other countries, the banks in India still need to recognize this. An electronic Bill of Lading (eBL) is an end-to-end digital BL encrypted by Blockchain, which makes the eBL a user-friendly alternative to a paper BL.



Sunil Vaswani
Executive Director, Container Shipping
Lines Association (India)

*(The views expressed are solely of the author.
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We are getting future ready to grow our biz

Transportation plays a big role in pollution and emissions worldwide, sustainability is important for us. We have many initiatives to increase our sustainability, says **Martin Eberle, CFO, Hellmann Worldwide Logistics**. By Q4 2023, we will have 150% of their shipments on Cargowise tech platform, he adds.



Suhani Sood

Today, where do trade activities with India stand? How do you think of India as an investment destination?

India is an important market for us. Of late, many foreign players have shown great interest in the Indian market, be it shipping or producing. In fact, we have, within our own

network, witnessed increased business activities with India and I believe, this is going to continue in the years to come.

How are you planning to expand your network in India?

In India, we have about 20 branches. As the cities keep growing in India, we will open our own offices in those cities when it becomes viable. We plan to open five or six

more offices in the next two to three years.

Tell us about the genesis of your business operations and offerings in the Indian market and abroad?

We are doing mainly CNN Freight and contract logistics. So that is the scope of our business. We have 20 branches in India and are planning to invest in a few more in the next

Our strategy is to grow our business. We are a medium-sized international network, so we must make sure that our inhouse companies have enough throughput

two, three years. We operate in 60 countries worldwide and have a partner network of 489 branches in 173 countries to expand our network, we have begun operations in six countries in the past three years and are planning to operate in four more in the next 12 months.

How was the year 2022 for Hellmann International? What are the growth strategies adopted to achieve 2019 levels in the new normal?

2022 was a challenging year because the supply chain disruptions made it difficult to move cargo and that put a lot of pressure on our staff. Nonetheless, we were able to offer solutions to our customers and increase shipments throughout the year. Overall, we have recorded good financial results, which will help us to pursue our strategic initiatives.

Can you elaborate upon your growth strategy to move ahead?

Our strategy is to grow our business. We are a medium-sized international network, so we must make sure that our in-house companies have enough throughput. We feel we can work this out as a family company being long-term oriented, thereby also having long-term solutions for our customers.

Tell us about the recent innovations and developments done by your company?

Our company has seen a massive transformation. Until 2017, it was managed by the family members and was then transitioned into a non-family management. We have spent time in building up structures necessary for a company of our size. We have adopted a major investment package to significantly drive digitization forward. Whilst we have sound systems in place, they must be renewed, as they are in parts outdated. By this year-end, we will have 50 per cent of our



Martin Eberle
CFO
Hellmann Worldwide Logistics

shipments on the new system, which is Cargowise and by next year-end, we will migrate 90 per cent of the files. This is the big initiative to make us future ready for new innovations. Given that logistics is a people business, we have also invested in the initiation of a new corporate culture—the Hellmann Promise. It does not only define the values we stand for but also our common global vision: For the better. Together.

How much emphasis has been laid on sustainable operations to cut down on emissions?

Transportation plays a big role in pollution and carbon emissions worldwide. The topic of sustainability is important for us as a company but also for our shareholders because, as I said, we are a family company. We are not public listed, so the shareholders are concerned how the company uses its resources. We have a multitude

We are changing all the company's main operational systems, but that is just to provide a platform on which we can build our future innovations

of initiatives to increase our sustainability standards. One is buildings, we own to make them more energy efficient. Second is transport equipment that we own, trucks, trailers, to make them carbon friendly. We are working with startups to find new ways of doing it. And then, of course, for sea and air freight, we are working on initiatives such as SAF.

We are working on a project with drones for mid-range transportation. And I think it is important for us as a logistics supplier that we ensure transparency of emissions so that if a customer ships with us, he/she gets clear data about their carbon footprint. That is something we are working on, and with our "Smart Products" we have solutions in place that can secure that.

How crucial is technology to enhance operational efficiency, cut costs and transit time?

Digitalisation is something, which has been here for a long

time and that will never be completed. As such, digital developments are key for making logistics more efficient and to fulfil the demands of our customers. As I said, we are changing all our main operational systems, but that is just to provide a platform on which we can build future innovations.

Do you think it is sufficient to fill the demand-supply gap or is there need for improvement?

Every time I come to India, I feel how vibrant this country is, how fast it is growing. However, I think India should consider improving the infrastructure to support the future growth that this country will undertake.

What are the crucial areas of concern now?

There are, of course, the major global challenges that we all face. The central issue here is sustainability and, in this context, climate change. On the other hand, the world is changing, and so is the geopolitical situation. I think India is in a good position to benefit from these changes.

What is your target for the coming years?

Technology, as I said, is the future. We will have our own digital system by 2024-end to track freight business. We are changing our finance system, and customer relationship management system. Everything will be digital soon. 🚀





Tech awareness vital to embrace advanced solutions

Matt Petot, CEO, CargoAi and Magali Beauregard Ta, CCO, CargoAi share their plans in the third quarter of this year to enhance existing solutions such as CargoWALLET and CargoMART as well as move to the ISO:14083 certification for Cargo2ZERO's CO2 calculation.



Ritika Arora Bhola

Take us through your innovative products such as CargoMART, CargoWALLET for the air cargo market?

Our products form an ecosystem worldwide in which forwarders, airlines, GSAs, TMS and network associations can work together—CargoMART being one of them. Our three pillars, e-booking, sustainability, and payments are the foundation of our product ecosystem. CargoMART conducts all air freight procurement-related actions within one hub.

KEY FEATURES

- Accelerate searches with the autofill feature for the DIMS information
- Reduce multiple email ex-

changes by using the simple Quote Request button when no rate is displayed for a flight

- A separate tab keeps record on the status of all quote requests, an attractive alternative to the traditional email inbox filing system (The same goes for bookings made)
- Use auto-confirmation without needing to call or email the airline. The request is sent to them instantly. Once the booking is made, we of course offer the same visibility to keep track of all bookings and its status up to delivery
- We also offer the Modify Booking feature allowing forwarders to make updates, even with last minute changes, before delivery to the airline
- email push notifications are delivered for every status of the

shipment—meaning that users do not have to actively follow a shipment to its destination, freeing up mental space for executing other bookings

CargoMART Payments, powered by CargoWALLET, allow forwarders to import freight from any location. After searching for routes on CargoMART, what is that forwarders can confirm these transactions without an IATA Cass Number, purchased via the secure encrypted online WALLET with either full sum upon confirmation (Prepaid) or with credit of up to 60 days (PayLater).

Cargo2ZERO, embedded in the CargoMART booking flow, offers two sets of solutions—the suite of sustainability data and purchase of SAF. Firstly, we offer CO2 calculations, which are embedded in all workflows

on all our solutions. On a shipment level, we provide the data to inform clients about their carbon footprint and about how optimized their procurement decision was, using our CO2 Efficiency Score. The efficiency score informs how much better a shipping decision could have been, in terms of carbon emissions, by comparing it to the market data available for that route. In 2022, we announced a partnership with Neste, the leading producer worldwide of SAF. This enables forwarders access to purchase SAF at the transactional level for one booking or for bulk purchase, for any volume share, ranging from 1 per cent of SAF to 100 per cent SAF.

We also have CargoCONNECT comprising four API modules such as Schedules, Rates and Book, Tracking, and CO₂ API, which leverage the



Matt Petot
CEO
CargoAi

same high-quality data available on CargoAi's back-end derived from over 500 airlines and GSAs. The integration of one or all CargoCONNECT modules provides a method to retrieve and compare schedules, availability and pricing, book, and track shipments, and calculate CO₂ emissions. This was created for TMS providers, although air freight players of all sizes from startups to enterprises can benefit from using the different elements of CargoCONNECT. We offer the quick plug and play routes or the option to customize the integration.

CargoGATE is our white-labelled solution for either forwarder associations, or airlines and GSAs to bypass the financial and technical investment to build and maintain an online distribution channel. By using CargoGATE, airlines and GSAs can achieve a leap in user experience to drive efficiencies, and loyalty in customer journey.

How are the new products going to boost operational efficiency and reduce cost?

In the second half of this year, we plan to announce enhancements to the existing solutions such as an extension of the CargoWALLET for airlines, rate management for CargoMART, move to the ISO 14083 certification for Cargo2ZERO's CO₂ calculation, and further rate management functionalities

for CargoMART. The enhancements will boost efficiency by adding to the functionalities features for CargoMART, several forwarders carry out multiple daily activities for air freight booking. Having a centralized rate management system within CargoMART ensures multiple users or offices can access the same database without needing to send emails about different types of rates between offices, or to their shippers.

The CargoWALLET App extension will allow forwarders to pay carriers directly, this way

CargoGATE is our white-labelled solution for either forwarder associations (based on CargoMART), or airlines and GSAs

the need for manual reconciliation by forwarder and airline accounts teams is reduced and improves workforce upskilling, allowing them to start moving away from low-value tasks.

CargoCONNECT and CargoGATE benefit from all these enhancements due to the API architecture, which makes feature deployment seamless from one product to the next.

Could you elaborate on global best techniques you are planning to infuse into the firm's operations?

From its debut, CargoAi has implemented various global best techniques, which is what sets us apart from others. Using our strong anchor as air freight professionals, we evaluate how we want to import and implement the best technology practices from outside the industry to ensure a robust and scalable framework for all our products and company operations. By ingraining the agile methodology in our daily op-

erations, CargoAi has achieved flexibility, speed, and adaptability in deploying solutions quickly for air freight. Many of our custom integration clients have commended our reactivity, which is achieved through iterative development, and continuous improvement. We are proud we can respond quickly to market demands and deliver high-quality and award-winning products.

Secure Encryption Technologies and ISO Compliance: CargoAi was recently certified as ISO 27001 compliant in a record time of two months, which attests to the implementation and reinforcement of secure encryption technologies and processes that were in place from the outset, in compliance with relevant ISO standards,



Magali Beauregard Ta
CCO
CargoAi

such as ISO 27001 for information security management, this certification underscores the care from CargoAi ensures in ensuring the protection of sensitive data from its users and through operational safeguards its operations.

Robust encryption techniques, secure key management, and communication protocols have been employed to maintain data privacy, integrity, and confidentiality. These security measures bolster customer trust, compliance with data protection regulations, and mitigate the risks of unauthorized access or data breaches.

Overall, these practices have not only improved agility, scalability, and security, but also elevated the overall quality standards, driving network enhancement and fostering sustainable growth. We continue to keep an eye on global best practices such as in financial products/services, carbon reduction and other secure technologies to ensure the best experience for our team and clients.

Could you explain what makes your company better than its competitors?

Digitalisation and innovation are here to stay in air cargo, our vision is to revolutionize the industry by bringing the best technologies to air freight and create a connected ecosystem within all air freight players, to drive every stage of the air freight procurement process with greater efficiency and visibility. With cargo professionals at the helm of the company, we have a keen sense of air cargo knowledge and

CargoAi has implemented best techniques and strategies; this is what sets us apart from other competitors

background to ensure that we produce solutions designed to solve the industry's pain points. From planning, booking, and purchasing shipments right through to monitoring cargo deliveries, our products first and foremost are underpinned by ensuring 'plug and play' simplicity for all our users. Secondly, being cloud-native and having an API-first architecture, we ensure everything we build is robust, scalable and contributes to a connected data ecosystem for all stakeholders in the industry. 🚀

BCBA holds 38th AGM, annual dinner for members

Brihanmumbai Custom Brokers' Association (BCBA) organized 38th AGM followed by dinner for management committee, trade members, and media recently in Mumbai. The event saw the participation from experts from logistics, air cargo and customs trade.



Strategies to overcome competition in air cargo

The route to excel in cargo domain revolves around furnishing top-tier services, while nurturing partnerships with clients, suppliers, and other stakeholders. Two actions are prioritizing employee well-being for higher productivity and retaining customers for sustained growth.

Thriving in the cargo industry requires continuous commitment to innovation and adaptability, given its fast-paced and fiercely competitive nature. Remaining competitive demands that the ability to innovate persistently and flexibly responds to shifting market dynamics. The desire to establish a brand image for market presence is the first step.

Two indispensable actions include prioritizing employee well-being for higher productivity and retaining customers for sustained growth

The need to improve through a review mechanism—both internal and external—is essential. Maintaining industry certifications and affiliations could be a good beginning.

The route to excel in the industry revolves around furnishing top-tier services, while nurturing robust partnerships with clients, suppliers, and other stakeholders. Strategies that enterprises can employ would be provision of cutting-edge delivery options; cultivation of solid affiliations with transportation services; integration of automated systems and rendering comprehensive logistics solutions. Two indispensable



actions include prioritizing employee well-being for higher productivity and retaining customers for sustained growth.

Through assimilation of these tactics, businesses can enhance their performance metrics, curtail expenses, and uphold their competitiveness in the ever transforming the cargo industry.

- Establishing healthy partnerships with customers, vendors, groundhandlers, suppliers, and regulators.
- Integrating automation to enhance processes and productivity with real-time monitoring systems.
- Cultivating an online presence for expanded visibility.
- Providing lean, customizable, time-definite, competi-

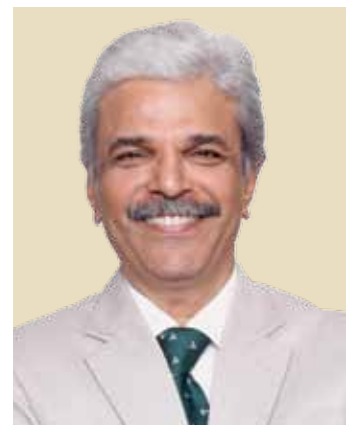
tive pricing, value added, shipping solutions for varied demands.

- Staying abreast of industry trends and regulations.
- Forging strategic alliances with like-minded to extend reach and capabilities.
- Leveraging advanced analytics for informed decisions and continual investing in ongoing research and development.
- Diversifying shipping options for customer preferences.
- Providing continuous training for skill enhancement.
- Ensuring quality control for customer satisfaction.
- Establishing emergency response plans.
- Enhancing online tools for customer convenience.

- Implementing transparent reporting systems.
- Addressing special cargo needs such as perishable goods, oversized and heavy goods.
- Automating shipping documentation management with advance GPS management systems.

By adopting these strategies, the firms can secure their position in the cargo landscape, while evolving to meet industry demands. The sector is in a state of transformation, necessitating proactive adaptation from companies.

By delivering excellence in services, fostering robust partnerships, and integrating cutting-edge systems, the firms can uphold their competitive edge and flourish.



Samir J Shah

Partner

JBS Group of Companies

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

Softlink Global team celebrates Annual Day

Softlink Global celebrated Annual Day in Mumbai recently. Industry leaders and Softlink team participated in the event. Shankar Shinde, Chairman, IFCBA and FFAI, was the Chief Guest, while Sanjeev Harale, Founder & CEO, Interport Clearing Services, India, and Director & Senior VP, BCBA was the guest of honour.



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Stefan Braun
Founder and CEO
SmartCAE



S. Burak Omeroglu
VP for Middle East & South Asia
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Sunil Kumar
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Kajriat Bee Care India Pvt. Ltd.



Reeba Abraham
Deputy General Manager Regional Head
Agricultural and Processed Food Products
Export Development Authority (APEDA)

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We look forward to host you at #CCUB2023

Key moments at PHDCCI National Logistics Summit

PHDCCI organized National Logistics Summit recently. Sumita Dawra, Special Secretary, Logistics, DPIIT, Union Ministry of Commerce & Industry was the Chief Guest. Dr. Surendra Ahirwar, Joint Secretary, Logistics, DPIIT graced the occasion. They spoke about the NLP's role in reshaping the logistics landscape.



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Offering customer-centric logistics solutions

Gandhi Automations offers logistics solutions by providing Dock Levelers, Dock Shelters, Sectional Overhead Doors and Dock Houses. They contribute to minimizing energy used and savings on heating and chilling costs resulting in maintaining the quality of the transported goods.



CT Bureau

Gandhi Automations offers complete logistics solutions by providing Dock Levelers, Dock Shelters, Sectional Overhead Doors and Dock Houses. The 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.

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

EFFICIENT LOADING & UNLOADING OF GOODS

The importance of efficient loading the goods has always been evident, and it has in-



creased over the years, essentially for two reasons: the lesser availability and the higher cost of manpower. Consequently, lesser qualified manpower is being utilized, which leads to damage to 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 sci-

entific approach and feedback from the clients. The Dock Levelers offered by the company ensure loading and unloading with lesser effort and at a minimal cost.

It is possible to load and unload the products in a safe and secure manner and in the process, obtain remarkable energy savings. The Dock Leveler remains at the Loading Bay in rest position and with 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.

The Sectional Overhead Door is opened only when the vehicle is positioned, brakes are applied and engine is shut off. This eliminates the exit of hot air, intake of cold air (or the opposite in hot area and inside air conditioned places). After the Sectional Overhead Door opens, the lip of the Dock Leveler connects to the truck bed for loading and unloading to take place. At the end of

the loading and unloading, the Dock Leveler is put in rest position and the Sectional Overhead Door is closed, without moving the vehicle, which departs at the end of the process. Following are the four types of Dock Levelers

- Radius Lip Dock Levelers
- Telescopic Lip Dock Levelers
- Edge-of-Dock Levelers
- Forklift Roll-Off Barrier Lip Dock Levelers

Radius Lip Dock Levelers are available in multiple size 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 among others. Also the Self-Cleaning Lip-Hinge System does not retain dust and dirt, which allows a smooth operation. Telescopic Lip Dock Levelers are ideal for connecting vehicles unable to drive near dock i.e. sea containers, side loading railway wagons among others. These Dock Levelers can be supplied with a lip extending up to 1 m. 🚚





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ACCH celebrates the glittering 22nd Annual Ball

The Air Cargo Association of Hyderabad celebrated its 22nd Annual Ball recently. The association felicitated three senior members, who have made immense contributions to the air cargo community. The members include Suchitra Choudhari, Gautam Dey and B Govindrajan.



Tech strategy focuses on customer-centric model

Since its inception in 2014, Active Freight Logistics has spread across the country. **V. Chandra Kumar, MD & CEO and Secretary, Logistics Club of Bengaluru** says, the company will unveil ultramodern warehousing and distribution nexus, and augment capacities for simplified storage and distribution, to cater to different industries.



CT Bureau

Inform about strategic pathways your company has embraced to advance its growth?

Our growth strategies were woven with a personalized approach. Our focus lies in the seamless integration of cutting-edge technology to amplify operational efficiency. We invest in nurturing talent to ensure a highly skilled workforce. Ingrained in our ethos is a commitment to a customer-centric paradigm. We have propelled our journey of advancement by harmonizing our blueprint with prevailing market dynamics and customer needs. of our clientele,

Timely deliveries have forced logistics enterprises to cultivate synergies with ecosystem collaborators. How formidable is the task for logistics service providers to cater to customer expectations?

The task of meeting customer expectations for timely deliveries is indeed a multifaceted endeavour. The terrain is riddled with constraints and regulatory intricacies, which pose impediments to seamless operations. The paradigm we have embraced, entailing harmonious partnership with ecosystem peers, provides us with the vantage point of shared resources, route optimization,



V. Chandra Kumar
*MD & CEO, Active Freight Logistics,
Secretary, Logistics Club of Bengaluru*

and the augmentation of last-mile connectivity. While challenges are an indelible part of the landscape, our partnerships empower us to navigate them with finesse.

How does AFL organize supply chain orchestration, while striking an equilibrium between competitive pricing, safety, and product quality?

From possessing our own customs broker license, multimodal transport operator status, and IATA accreditation to our fleet of transportation resources, differentiating factor lies in our capabilities. The factor, however, extends beyond these facets. We also harbour a steadfast dedication to a three-fold trinity: quality, safety, and an affordable pricing framework.



Our investments in technology underpin the simplification of operations, transparency, and the potency of real-time tracking mechanisms. By nurturing an unwavering focus on safety protocols, we safeguard both cargo and personnel. Our approach to personalize customer service equips us with the dexterity to tailor bespoke solutions, a practice that cultivates trust and fortifies enduring partnerships with our clientele.

Apprise us of the expansion strategies or impending projects on the anvil?

We will soon unveil ultramodern warehousing and distribution nexus, nestled in a pivotal logistics nucleus. This enterprise will augment our capacities for streamlined storage and distribution, thereby catering to several industries. We are exploring all strategic alliances for extending our operational ambit in order to encompass uncharted geographies.

This initiative would empower us to deliver solutions to our clients. We are dedicated to the realm of pet relocation, a domain untouched by major industry players. I spearhead

While challenges are an indelible part of the industry landscape, our partnerships empower us to navigate them with finesse

our International Pet Relocation division, driven by an unyielding ardour for handling the intricacies of pet transportation. Today, we stand triumphant in guiding numerous pet parents through a meticulous checklist, bolstered by adherence to the exacting guidelines outlined by the IATA Live Animals Regulations. 🐾

Linking minds, unlocking ideas, empowering conversations



Lock your dates for the country's two-day power-packed show on cold chain storage and transportation. Being organized by WIZ, the Cold Chain Unbroken 2023 will be held at the Taj Bangalore on 14-15 September. All industry experts in the field are likely to be in full attendance during the show.

The key points of discussion will include cold chain storage, handling and transportation, adequate infrastructure and skilled manpower for ground handling and transportation of products such as pharma and perishables, tech integration, government policies to facilitate ease of doing business and a lot more. Industry stalwarts

and stakeholders, including airports, airlines, forwarders, shipping lines, trucking firms, custodians may take part in the show. It will provide a platform to meet and exchange ideas. They can participate by packaging firms and other stakeholders.

*(Right and below)
Glimpses from last year's event*



Avians door solutions: fast, efficient and smart

When it comes to high-speed doors that require safe, fast, and efficient operation, Avians doors with the CE standard are the ideal choice. The manufacturing plant is on a sprawling 2.8 lakh square feet. These doors are designed to provide durability and speed, making them suitable for both indoor and outdoor use.



CT Bureau

A vians high-speed doors provide a dependable option for those in need of efficient and intelligent entrance solutions. Designed with high-speed functionality and the ability to be customized, these doors offer a solution suitable for various applications across different industries.

The manufacturing plant is on a sprawling 2.8 lakh square feet equipped with state of the art technology and an experienced team. By selecting Avians, one can guarantee smooth operations, enhanced productivity, and a safer environment within your facility.

When it comes to busy doorways that require safe, fast, and efficient operation, Avians high-speed doors with the CE standard are the ideal choice. These doors are designed to provide durability and speed, making them suitable for both indoor and outdoor use in sheltered areas with low wind loads and moderate temperatures. With high tear tensile strength PVC material, Avians high speed roll-up doors offer quality and performance.

FEATURES

1. High speed of opening and closing: With a speed range



of 0.8-2.0 meters per second, these doors ensure quick access while maintaining safety.

2. Transparent PVC parts: The doors can be customized with transparent PVC parts of various sizes and numbers, allowing visibility and natural light to pass through.

3. Wide range of RAL colours: Avians high speed doors are available in a wide range of RAL colours, enabling customization to match the aesthetics of any facility.

4. High-speed heavy-duty motors: The doors are equipped with a robust and efficient motor that ensures smooth and heavy usage operation with a safety braking system, ensuring instant stopping during emergencies or power failures. This enhances safety and preventing accidents.

5. Efficient & smart control panel: The doors feature an advanced smart control panel with provisions for integrating multiple accessories, providing easy operation and safety.

6. Easy installation and low maintenance: Avians high speed doors are designed for hassle-free installation and require minimal maintenance, saving time and costs in the long run.

Types of Avians high-speed doors:

1. Modular type: This variant is designed for high-frequency operations and features stiffeners to withstand high wind loads. It also allows for quick and easy repairs of damaged panels due to its interchangeable panel design.

2. Anti-crash type: Ideal for areas with vehicle traffic, this

type of door offers protection from vehicle collisions.

3. Clean room application: Especially engineered for clean room environments, these doors offer a flush surface that is easy to clean and maintain. They ensure no air or temperature leakage, making them perfect for industries that require high cleanliness standards.

4. Food & pharma application: These doors are designed to meet the strict requirements of the food and pharmaceutical industries. With FDA-approved PVC fabric and stainless-steel construction, they provide a hygienic and space-saving solution for these sectors.

5. Cold storage application: Built for temperature-controlled areas, these doors feature double wall insulated curtains, improving the efficiency of cold rooms. Their fast opening and closing capability help maintain proper temperature control and enhance refrigeration efficiency.

7. Metallic spiral type: Designed spiral mechanism for horizontal and vertical lifting to provide 90° opening. It is suitable for both indoor and outdoor use and provides an aesthetically pleasing appearance.

8. Fold-up type: These doors are a solution for reducing noise pollution and dust deposits. They are designed for for high wind areas.



Movements

CBIC INDIA

Sanjay Kumar Agarwal has been appointed as new Chairman, Central Board of Indirect Taxes and Customs by the Centre, as per notification No.31/1/2023-EO (SM.II) issued by Secretariat, Appointments Committee, Cabinet under the Ministry of Personnel, Public Grievances & Pensions. He replaced Vivek Johri the former CBIC chairman.



ALLCARGO GROUP INDIA

Shashi Kiran Shetty has been redesignated as Executive Chairman at Allcargo Group. Adarsh Hegde has now been promoted to the position of MD, Allcargo Logistics. Hegde will provide the leadership, functional management, and value creation opportunities together with helping the group implement technology and digital initiatives.



GATI INDIA

V. Rajesh Gowrinath has joined Gati, an Allcargo Group company, as Senior VP, Sales. In this role, he will be lead business development and revenue generation initiatives by building a stronger customer engagement and loyalty. Gowrinath will report to Pirojshaw (Phil) Sarkari, MD, and CEO, Gati. He brings in two decades of experience.



TVS SUPPLY CHAIN SOLUTIONS INDIA

R. Dinesh, Executive Vice Chairman TVS Supply Chain Solutions has been appointed as the Executive Chairman of the Company by the Board of Directors. Dinesh said, "TVS SCS is now at an inflection point and poised to open yet another new chapter of exponential growth in its illustrious history."

DHL GLOBAL FORWARDING USA

Max Sauberschwarz will be promoted to Executive VP at DHL Global Forwarding. He is currently Senior VP Global StarBroker at DHL Global Forwarding's air charter organization. He will assume the new role from October 1, 2023, and will report directly to Tim Scharwath, CEO, DHL Global Forwarding, Freight.



SAR TRANSPORT INDIA

Gautam Arora has been appointed as the Vice President, Air Freight by Sar Transport. He has experience of two decades in freight forwarding, team management, customer retention, and process implementation. Arora's ability to navigate negotiations for significant traffic will be active in driving company toward success.



BIFA UK

Mike Jones has joined The British International Freight Association as their policy advisor, focusing on environmental and sustainability matters. With a four decades career in freight forwarding, he is experienced in logistics management, warehousing, and distribution. He joined BIFA in 2015 as a policy and compliance advisor.



JETTAINER GERMANY

Christine Klemmer has been appointed as CIO at Jettainer. The new role will help the firm enhance ULD services through cutting-edge technology, strategic AI applications and tracking solutions. The department's goal is to leverage cutting-edge technological developments to enhance Jettainer's ULD management services further.

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