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# CONTENTS

January 2024



6

## Young guns reforming air cargo and logistics



20

## Global cargo flights explore new avenues



31

## Technology to transform air cargo in 2024



36

## Air cargo demand to rise by 4.5% in 2024: IATA



44

## 'Need to link airlines for operational efficiency'



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# Young guns reforming air cargo and logistics



2024 will likely be full of positivity, optimism and growth for international air cargo and logistics. Industry leaders are excited about young blood entering the sectors to take them forward with fresh impetus, and out-of-the-box ideas. The young Turks exclusively share their growth and innovation strategies to achieve success in the years to come with .





Ritika Arora Bhola

**I**t seems the future leaders of air cargo and logistics are all set to take industry to the next level—sustainable operations, logistics costs, enhanced operational efficiency and collaborations—among the stakeholders are on the

smart supply chains and logistics infrastructure to support economic growth and attract global firms.

It is imperative to impart training to employees in digital skills and green practices. The future is about collaboration and building strategic

and AI to make the global supply chain more responsive to changing industry dynamics and increase in women leaders in IT logistics.

Priority should be accorded by the industry for setting up cold rooms within/close to cities, especially in tier II and III locations. Focus should be laid on spotting potential in contract logistics, warehousing and distribution, and pharma logistics. Investments in electric vehicles (EVs), setting up warehouses and micro-warehouses for clients, will top the list.

2024 must witness consolidation of solutions providing more visibility, driven by the industry, including forwarders, shippers, or other technology providers. Technology firms would find ways and means to offer cargo insurance, by extracting data directly from an operation to inform quote generation, policy binding, and claims processing.

Thanks to advanced technology such as cloud, Artificial Intelligence, Internet of Things, predictive intel-

rise. The young guns believe sustainability is the key for the success of air cargo and logistics. Heavy investment should go in technology-enabled

partnerships to share resources and technology, experts felt. Focus in the New Year must be on developing advanced technology solutions,

ligence, and big data analytics, the air cargo industry has transformed from a cost

## HIGHLIGHTS

- ❖ AI-driven supply chain management
- ❖ Increased automation
- ❖ Industrial collaborations
- ❖ Sustainable operations
- ❖ Skilled manpower
- ❖ Setting international benchmarks
- ❖ Multimodal transport
- ❖ More logistics hubs







centre to a revenue generator and a customer acquisition enabler. A significant strategy for the industry players will be to drive growth through

**Focus in 2024 must be on developing advanced tech solutions to make global supply chain responsive to changing industry dynamics**

collaboration between industry partners, working together on challenges facing the supply chain, and present models to members and the industry alike.

**CARGO** spoke to some young and dynamic leaders who have, with their dedication, commitment, and strategic approach, pledged to take the air cargo and logistics sectors to another level in the New Year.



## Logistics hub to enhance BLR Cargo



**Fletcher Samuel**  
Senior Manager, Cargo Business  
Bangalore International Airport

“At BLR Airport, we are working towards consolidating our position and the brand image of BLR Cargo. To emerge as the ‘new gateway to India,’ BLR Cargo is planning to develop a logistics hub that will take us closer to our goal. This hub will offer robust infrastructure to cater to increasing cargo demand, likely to witness an increase of 6 MMT by 2030. With National Logistics Policy aiming for a 10 MMT growth by 2030, BLR Cargo is gearing up to deliver world-class experiences for our customers and stakeholders.”

## Collaborating towards sustainability



**Vaibhav Vohra**  
Managing Director  
Continental Carriers

“Given our company’s legacy, experience, and know-how, we are committed to converting opportunities into tangible outcomes regardless of the competition. We are working towards sustainable success going beyond the guidelines and working together with our partners to accomplish the objective. The country’s first RA-3 accredited AFS in New Delhi is an example of where we are providing integrated services to our customers. We believe such innovations will help in converting challenges into opportunities.”

## Redefining logistics through teamwork

“As a SwaS-based logistics tech provider, what we do shapes the supply chain industry in the tech boom of 2024. I believe our digital learning initiative, along with our supply chain expertise and web-based application ecosystem, benefits our partners and the Next-Gen aspiring workforce in the logistics industry. The Logi-Sys Arena launch will fortify this initiative, and we are looking forward to delivering the technological innovation anticipated by the sector. We welcome every collaboration in redefining the future of logistics.”



**Kunal Maheshwari**  
Chief Growth Officer & Director  
Softlink Global

## Transformative year for logistics

“We are brimming with optimism as we spot potential in contract logistics, warehousing, pharma logistics. We experienced the power of technology by introducing a CHA software based on AI to improve efficiency. 2023 was a transformative year for the logistics landscape. The sector witnessed an increase in investment, within and outside India, while warehousing sector experienced a boom. Amidst this, Jeena & Company explored new arenas in defence and automotive sectors.”



**Ayesha Katgara**  
Head, Corporate Strategy  
Jeena & Company



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## Training workforce in tech imperative



**Dhiren Sanurag Lakkaraju**  
Supply Chain enthusiast  
WIZ

“I believe technology will drive innovation and growth in 2024. Implementing automated workflows, data analytics, EVs, and optimizing routes can increase efficiency, reduce costs and boost competitiveness. Training employees in digital skills and green practices is the key. The future is about building partnerships to share resources and technology. With fresh thinking, investments focused on streamlining operations, leveraging technology and reducing environmental impact, we can transform logistics sector.”

## Developing AI for industry dynamics



**Rajni Patwardhan**  
Head, Marketing  
Kale Logistics Solutions

“2024 will be remembered as a year of trade harmonisation, marking an era of resilient international supply chains, backed by solid technologies. At Kale Logistics Solutions, we are focused on developing Artificial Intelligence (AI) to make the global supply chains responsive to industry dynamics. I anticipate an increase in women leaders in IT logistics, especially driven by their passion for innovation. We are steadfast in our commitment to promoting gender equality—40 per cent of our workforce are women.”



## Reshaping supply chain management

“The logistics industry has undergone many transformations because of shift driven by digitalisation, sustainability, and changing global dynamics. Emerging advanced tech is reshaping supply chains, fostering efficiency and real-time tracking. PMGS and NLP contribute to growth by enhancing linkage. Our expectations reflect implementation of these policies resulting industry growth, leading to the industry's growth. With infra, the industry will integrate the sustainable model in their businesses.”



**Nikhil Agarwal**  
President  
CJ Darcl Logistics

## Expansion to tier II, III cities

“Due to constraints faced by cold storage facilities, we need to focus on expanding operations in tier II and III cities. Our strategy involves expanding network with large warehouses by setting up cold rooms within or nearby cities. This approach will ensure a steady supply of frozen food to retail outlets, while addressing limited space availability. According to the IMARC Group, Indian frozen food market may achieve Rs 353.3 billion by 2028, with a CAGR of 16 per cent during 2023-2028.”



**Karthikeyan N**  
Regional Business Manager  
Snowman Logistics

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## Partnerships key to empower Next Gen



**Ritesh S Ramakrishnan**  
Managing Director  
Transworld Group

“In the air cargo and logistics industry, it is time for budding innovators to drive our industry forward. The strategy in the year that we entered lays emphasis on nurturing fresh ideas, utilizing technology, and supporting emerging talent to provide business solutions. Collaboration is significant as we empower the Next-Gen to boost efficiency and sustainability. Our vision in the New Year is to be bold and centered around agile methods, and dedication to reshaping our industry's future.”

## Finding areas of correction to cut costs



**Udayveer Singh**  
Director  
Group Logistics

“As the previous year draws to a close, the supply chain industry has been evolving and challenging. We try to bring change with innovative solutions to daily logistics management processes. The geopolitical tensions create unpredictability, impacting global supply chain. Trade barriers and changing alliances force the companies to reassess, re-evaluate, and adapt new strategies. We are not afraid of adapting technology. The industry needs to identify areas of improvement to enhance efficiency and reduce costs.”



## ‘We are moving towards dynamic logistics’

“In 2024, Gateway Distriparks steps into a dynamic logistics landscape. We embrace the challenges as catalysts for innovation. Our emphasis on multimodal logistics, coupled with an expanded rail network, positions us to capitalize on an upward trend in demand. We remain agile, adopt cost-effective strategies, and expand our presence. Our mission for sustainable growth underscores our dedication to deliver enduring value, contributing to the industry's evolution and India's economic journey.”



**Samvid Gupta**  
Joint Managing Director  
Gateway Distriparks

## Streamlining operations through tech

“By leveraging our system integration capabilities and business processes, we can provide users with predictive analytics, visibility, purchase and indent order management systems, and real-time track and trace. The outlook is to streamline operations and ensure seamless, transparent communication. We will embrace cloud technology for scalability and agility. These steps aim to solidify Rhenus Logistics as a leader in innovative, customer-focused logistics solutions in the rapidly growing Indian market.”



**Pranav Agarwal**  
Head, Supply Chain Solutions & IT  
Rhenus Logistics



## Cargo drones to play prominent role



**Gautam Arora**  
VP, Air Freight  
SAR Transport

“The future of air cargo and logistics industry in the year 2024 would involve increased automation, AI-driven supply chain management, and a focus on sustainability. Drones and autonomous vehicles will most likely play a prominent role in last-mile delivery (LMD of cargo, while advanced technology such as data analytics and Machine Learning (ML) will optimize operational efficiency. Embracing eco-friendly initiatives and adopting emerging technologies would be crucial for staying competitive and meeting evolving consumer expectations.”

## Logistics sector undergoing change



**Kritika Seth**  
Business Development and Marketing  
Allied Aviation

“The growth strategy will revolve around leveraging technology to optimize our operations, improve efficiency, and reduce costs. I expect collaboration, bridging the gap between air logistics and ground ops to create an efficient supply chain. In 2024, I foresee regulatory changes to focus on sustainability and eco-friendly responsibility. Logistics is undergoing change, and I am happy about contributing to this evolution. Working alongside young innovators, we can drive positive changes, elevating the industry to success.”

## Industry must match global standards

“In 2024, our growth strategy centred around seamless technology integration and human expertise to cater to SMEs. Leveraging our AAJ Swift transport management system and WMS integration with ERP, and transporters. To succeed in the evolving supply chain landscape, our industry must match and redefine international standards. Our vision for 2024 is to make warehousing and transportation services effortlessly accessible to new SMEs, fostering growth and innovation.”



**Anamika Jain**  
CEO and Operations Head  
Aaj Enterprises

## Adopting AI to enhance efficiency

“We are witnessing a seismic shift towards digitalisation, sustainability, and customer-centric models globally. In this landscape, DTDC Express Ltd., serving 96 per cent of the Indian population is well positioned to capitalize on this shift. Driven by the surge in e-commerce, demand for rapid delivery, and the rise of omnichannel retailing, we expect the industry to grow between 8-12 per cent in 2024. The sector is adopting technologies such as AI, IoT, and Blockchain to enhance efficiency and resilience.”



**Abhishek Chakraborty**  
Executive Director  
DTDC Express





## In 2024, we plan to tap new markets



**Harshit Shrivastava**  
CEO and Co-Founder  
Intugine

“We are committed to continuing our partnership with the government and enhancing our network of integrations. By 2024-end, we plan to increase our coverage from 24-60 per cent and also increase our PTL coverage. We plan to enter the Middle East, forge partnerships, and tap new markets. We will soon announce the launch of Ecotrace, a carbon emissions management tool this year. We will launch Ecotrace Transporter Index and Carbon Visibility tool's first version, available free of cost to SME transporters by February 2024.”

## Leveraging AI vital to cut costs



**Ramnath Sabari**  
Senior Manager  
Unisys Cargo Solutions

“Air cargo in 2024 would focus on increasing revenue and cutting costs. Leveraging AI will be vital to achieve these goals following the success of Generative AI in various industries. Its applications are on the horizon to reshape the industry by refining operations, transforming customer service, and accelerating revenue generation. Partnering with technology firms will generate faster results. With AI at the helm, the air cargo industry could anticipate 2024 marked by amplified revenue and streamlined operations.”

## Reducing costs to speed up logistics

“The trends I see shaping as we enter the New Year are technology adoption from service providers and shippers. With the logistics seeing freight rate correction, long-term annual contracts and capacity utilisation commitment are likely to shape up for the upcoming year. With NLP getting implemented, we should see a lot of structuring in this unorganised sector. This should help reduce the overall cost of logistics and bring both speed and agility to logistics and warehousing industry.”



**Vickram Srivastava**  
Head, Planning, Global Supply Chain  
Sun Pharma

## Growth likely in air cargo, logistics

“We are expecting growth in logistics and air cargo. Technology advancements, such as data analytics and AI, are driving this expansion, boosting efficiency, and reducing costs. Industry is positive, thanks to global economic recovery and revived global trade. As e-commerce thrives, logistics firms are adapting strategies to meet rising demand, fostering collaboration for a smoother supply chain. Navigating the future, logistics, and air cargo with tech-driven growth, sustainable practices, and collaborative strategies.”



**Chandrima Govil**  
Director  
MKF Logistics



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## Adapting to changing logistics landscape

“Our focus in 2024 revolves around expansion and automation. We are investing in EVs, setting up warehouses and micro-warehouses, and pursuing growth opportunities. We believe our strength lies in our ability to evolve and adapt to the changing landscape of logistics. One of the lessons we have learnt is the significance of growing with our team. Our transparent, bottom-to-top approach fosters a sense of ownership and responsibility among our team members, aligning them with the company's objectives.”



**Shailesh Kumar**  
Founder  
CABT Logistics

## Tie-up with tech for scalable solutions

“In the air cargo industry, we are facing stiff competition in a pressuring economic landscape. Expanding our footprint, while maintaining excellence requires agility, and data driven decision-making processes. That is why the cargo digital factory is partnering with technology players and building in-house expertise to provide scalable solutions: business intelligence and decision support tools, advanced online distribution channels, system-to-system connectivity. This is our way of forging sustainable growth in 2024 and beyond.”



**Dimitri Arnaudin**  
Director, Cargo Digital Factory  
ECS Group



## Tech changes sector into revenue generator



**Soham Chokshi**  
CEO and Co-Founder  
Shipsy

“The supply chain and logistics are one of the world's oldest industries. Thanks to advancement in tech such as cloud, AI, IoT, predictive intelligence, and big data analytics, the industry has transformed from a cost centre to a revenue generator. The modern technology-powered supply chain industry is delivering never-before-seen efficiencies for businesses across the globe in terms of cost-efficiency, customer experience, business risk mitigation, sustainability, and even generating new revenue streams.”

## Adopting technology to increase efficiency



**Shruti Singh**  
Head, Operations  
Indus Group Company

“We are anticipating robust growth in logistics in 2024. Embracing digitalisation and automation, the industry aims for heightened efficiency and cost-effectiveness. Expectations include streamlined supply chains, real-time tracking, and enhanced LMD solutions. Sustainable and eco-friendly initiatives will be integral to the outlook, aligning with global environmental goals. Collaboration with disruptors is poised to redefine op norms. The trajectory reflects a blend of technological prowess and sustainable logistics solutions.”

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# Global cargo flights explore new avenues



In today's global economy, cargo businesses are increasingly relying on streamlining efficient logistics solutions to expand their reach and capitalize on international trade opportunities. This is where the freighters come into the scene to play a significant role in creating an international business link.



Ritika Arora Bhola

**M**oving cargo from one destination to another—safely and timely—is the need of the hour, and to meet the increased demand, global freighters are preparing to expand their network and reach, add to belly capacities, and provide resilience and operational efficiency.

In 2023, top air cargo carriers such as Air Canada Cargo, Qatar Airways Cargo, Lufthansa Cargo, Turkish Cargo, Oman Air, among others, have not only added freighters to their fleet but have also explored new destinations.

In fact, to tap the rising potential of the Indian market. A few carriers have also launched maiden freighters—the infrastructure has improved to carry all types of cargo from bulk, heavy load, pharma, perishables, automobiles, to electronics and retail.

The airlines have invested in enhancing digital and physical infra. Emphasis has been laid on adopting sustainable practices worldwide. Despite the global economic crises and wars—freighters are moving towards recovery and are charting a sustainable pathway of growth and optimism in 2024 and beyond. Let us delve into some of the recent expansions.

## ADDITION TO EXISTING FLEET

**Lufthansa Cargo** offers its customers 83 weekly connections with its existing fleet of 16 Boeing 777 freighters for international destinations as listed in this year's winter flight schedule. It markets the belly

significant contribution to the carrier's expansion plans. "We are regularly evaluating its performance to ensure it is in line with our operational standards and market requirements. When it comes to network changes for our A321F, it is adapting its routine to

**Cargo Commercial, Kenya Airways**, announced.

This will take its freighter fleet to four; it is already operating two Boeing 737-300 freighters, primarily for the Africa region. With a range of up to seven hours, the new

we want to leverage this as an airline." He pointed out 20 per cent of all pharma products manufactured in India end up in Africa. "Kenya Airways is looking to tap this potential business," Musola added.

Talking about expanding its services to the country, Kenya Airways is considering Mumbai International Airport as its entry point to India even as it is exploring other opportunities, including new Indian destinations. "We are not servicing our customers in the Mumbai market because we are only offering belly capacity, which is limited. So, we will first grow that segment and once it is developed, we will expand our network," he added.

While the Nairobi-based airline is planning to extend its fleet, operations, and destinations, in a recent December 2023 update, Kenya Airways stating that it is expecting disruptions, stated grounding of aircraft is also possible, due to shortage of spare parts.

## OMAN AIR FREIGHTERS FROM HYD AIRPORT

**Oman Air** launched its maiden freighter service from GMR Hyderabad International Airport, operating its first Boeing B737-800BCF connecting Hyderabad and Muscat. The freighter will operate bi-weekly—on Tuesday and Saturday. The flight will depart Hyderabad at 14:00 hours. With a one-way capacity of 22 MT, the freighter will add additional weekly capacity of 88 MT from Hyderabad airport.

capacities of as many as 6,000 flights operated by Lufthansa, Austrian Airlines, Brussels Airlines, Discover Airlines and SunExpress.

**The fleet is likely to rise to 18 freighters during the winter flight schedule. Decision on more destinations would be finalized once a network best meets our market needs and demand**

"The fleet is likely to increase to 18 freighters during the winter flight schedule. Final decision on further destinations would be finalized once we decide on a network that best meets our market requirements and customer demand," said **Shankar Iyer, Director, South Asia, Sales & Handling, Lufthansa Cargo**.

Since November, the fourth A321 freighter has been operating in Lufthansa Cargo's network, making a

continue to respond to market needs, he added.

"We will operate twice-a-week freighter service to Mumbai via Sharjah from 15 January 2024. The newly inducted Boeing 737-800 freighter will operate on this route. On the Nairobi-Sharjah-Mumbai-Nairobi air route, we are planning to expand the frequency to four times a week. Kenya Airways, which inducted the aircraft in November 2023, is planning to add a second B737-800 freighter in February 2024," **Peter Musola, Head,**

aircraft will offer 20 tonnes of cargo capacity to and from the Nairobi hub. Kenya Airways already operates passenger service twice a day to Mumbai with its Boeing 737-800 aircraft, which has a belly capacity of one tonne.

"The products transported include pharma, spare parts, machinery, high tech, consumer goods and electronics. India is a strong manufacturing country and is on its way to becoming a manufacturing giant. Most of the products transported from India to Africa are in demand there and



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This service is poised to boost pharmaceuticals and hatching eggs shipments from the city.

**Pradeep Panicker, CEO, GMR Hyderabad International Airport**, said, “Oman Air freighters from Hyderabad will not only connect our diverse industries and thriving market within the city, but will also provide opportunities for businesses in the surrounding areas access the global market. As international air cargo demand continues to grow, we have developed infrastructure and innovative capabilities, digital solutions, and added multiple value additions. We look forward to adding more cargo routes in the coming years.”

The Sultanate of Oman is an importer of hatching eggs from India. With this new link, Oman Air expects a surge in exports of hatching eggs from Hyderabad, leveraging the city’s large hatchery infrastructure. This new connectivity will boost pharma exports to Oman and to the USA and Europe with Muscat serving as a transshipment hub. The Middle East is a major importer of fruits and vegetables. This freighter would enhance exports of fruits and vegetables from the Indian states of Telangana and Andhra Pradesh to the Middle East.

The GMR Hyderabad Airport Cargo serves multiple multinational companies across the pharmaceuticals, perishable, engineering, automobile, aerospace, and leather industries. Apart from all major cargo hubs in India, destinations such as Frankfurt, Istanbul, Dubai,

Doha, and Hong Kong are well connected with the Hyderabad International Airport.

### JAL TO LAUNCH FREIGHTER FROM FEB

**Japan Airlines** is all set to launch dedicated freighter operations in February 2024 as it announced its first Boeing 767-300ER freighter converted from its passenger fleet. Tokyo-headquartered JAL said the freighter will operate from Tokyo Narita and Nagoya to Taipei, Incheon International Airport, Seoul, as well as Shanghai Pudong. Operations are scheduled to begin on February 19. The airline is set to add a further two 767-300 freighter conversions, as per its plans announced in May this year.

“The freighters operation will enhance stable and flexible air transportation capabilities, ensuring a steady supply. The development of a network strategy based on growing demand will ensure the satisfaction of customer needs

and contribute to the sustainable development of the logistics infrastructure,” stated JAL. The service marks a return to the freighter market after an absence of 13 years as the airline aims to grow in the cargo and mail business.

### EFFORTS TO STEP UP SAF PRODUCTION

**Boeing** is accelerating its efforts to scale up SAF production, which serves as the industry’s significant lever in reducing carbon emissions. Focus areas include Boeing’s efforts to catalyze collaboration, research, and policy development around SAF, which can reduce lifecycle CO<sub>2</sub> up to 85 per cent. “We are deepening our collaborative work across the globe in pursuit of a world with more SAF,” said **Chris Raymond, Chief Sustainability Officer, Boeing**. “SAF holds the potential to reduce aviation’s emissions, and we are focused on continuing to innovate and collaborate to unlock/increase the production of SAF around the world.” The key challenges to more us-

age of SAF are limited supply and high cost. Currently, use of SAF represents 0.1 per cent of global jet fuel demand.

### BOEING’S 2024 PLANS

1. Bring energy producers and aviation leaders in the UAE together to form a consortium called Air-CRAFT to accelerate research, scaling and production of renewable and advanced aviation fuels in the country and beyond.

2. Launch an initiative with the USA to catalyze the development and use of SAF among Asia-Pacific Economic Cooperation (APEC) member countries.

**SAF holds the potential to reduce emissions, and we are focused on continuing to innovate and collaborate to unlock/increase the production of SAF around the world**

3. Announce a collaboration with zero petroleum for testing and analyzing the Next Generation technologies to accelerate the supply of SAF.

4. Support discussions at ICAO’s Third Conference on Aviation Alternative Fuels, where the governments from 100 countries have set a goal—



Contd. on next page ►



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aviation fuel in 2030 should be 5 per cent less carbon intensive than conventional jet fuel.

5. Join the Corporate Coalition for Innovation & Technology toward Net Zero, a cross-sector business alliance dedicated to helping countries to meet decarbonization and climate change goals through innovation and technology.

6. Provide technical expertise on the first cent per cent SAF flight across the Atlantic on a commercial jetliner—Boeing 787 Dreamliner. This was a Virgin Atlantic-led project, funded by the UK Department for Transport.

7. Sign an agreement with Masdar, the Abu Dhabi-based renewable energy company, to advance and support the development and adoption of SAF policies in the UAE and beyond.

8. Boeing seeks to build on this momentum at COP28 and

continue its focus to help scale SAF globally.

9. Industry collaboration and policy advocacy: Boeing continues to work with consulting firms, academic institutions, and non-profit organizations to conduct studies in more than a dozen countries to identify viable pathways for producing SAF, using local feedstock solutions. One collaboration, with the Roundtable on Sustainable Biomaterials, explores SAF feedstock opportunities in Southeast Asia, Ethiopia, South Africa, and Brazil.

10. Investments in product compatibility work: Boeing is mobilizing its supply chain to complete the testing necessary to ensure Boeing commercial airplanes are 100 per cent SAF-compatible by 2030.

11. SAF purchases: Since 2022, Boeing has agreements to purchase 7.6 million gallons of SAF for its USA.

### NEW FREIGHTER TO ENTER MSC FLEET

**Atlas Air** has announced that it has taken delivery of a Boeing 777 freighter, which it will operate on behalf of its customer, MSC Mediterranean

**Boeing continues to work with consulting firms, academic institutions, and non-profit organizations to conduct studies in more than a dozen countries to identify viable pathways for producing SAF**

Shipping Company SA, as part of a previously announced long-term aircraft, crew, maintenance, insurance (ACMI) agreement. This is the third

of four Boeing 777 freighters that Atlas Air will operate for MSC, which will complement the existing weekly service and add an additional route from Hong Kong to Dallas/Fort Worth. The fourth aircraft is likely to be delivered later this year. "The delivery of the new 777 freighter is a proud moment for Atlas and testament to our long-term strategic partnership with MSC," **Richard Broekman, Chief Commercial Officer, and Head of Sustainability, Atlas Air Worldwide**, said. "We are proud to support the ongoing expansion of MSC's air cargo solution by providing additional speed, flexibility, and reliability to their existing network. We look forward to this third 777 freighter entering into the MSC fleet and will welcome the arrival of the fourth later this year."

### INTERLINE AGREEMENT WITH DRONAMICS

**Qatar Airways Cargo** announced an interline agreement with Dronamics, allowing the extension of the networks of both partners and increasing their reach as well as providing access to areas previously difficult to reach by traditional air freight. Through the agreement, Dronamics would offer cargo services from its droneports, initially in Greece, to the wider Qatar Airways Cargo network, including destinations such as Singapore, China, including Hong Kong, and the USA. Qatar Airways Cargo can access remote locations that Dronamics serves, such as the Greek islands, on the Dronamics cargo drone network.

"As a part of our VISION 2027 five-year strategy, we are committed to remaining at the forefront of our industry by embracing new disruptive technology. It is also within our DNA to support young ambitious companies such as Dronamics and looking forward to seeing what the future holds for this business. "It is a milestone in the advancement of autonomous cargo drone transportation, and we are proud to be the first international airline to offer this service," **Elisabeth Oudkerk, Senior Vice President, Cargo, Sales & Network**

*Contd. on next page ►*





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4GV X7	23x23x37	7 kgs	4G X12	43x19x35	12 kgs
4GV X9	28x28x39	9 kgs	4G X40	60x40x30	40 kgs
4GV X25	38x38x45	25 kgs	4G X50	60x40x45	50 kgs
4GV X35	47x47x44	35 kgs	4G X75	80x61x30	75 kgs
4G - X55	62x42x53	55 kgs			
4D-X300	180x120x75	300 kgs			

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Planning, Qatar Airways Cargo, said.

## TURKISH AIRLINES TO MODERNIZE ITS FLEET

**Turkish Airlines**, one of the biggest in the Middle East, has placed an order for 220 aircraft from Airbus: it is looking to modernize its fleet. The purchase, described as a “landmark order” by the airline, is a major expansion strategy on the airline’s two previous Airbus orders this year, and is split across the manufacturer’s A321 and A350 families, with 150 and 70, respectively.

“The addition of these advanced Airbus aircraft to our fleet will not only enhance our operational capabilities but also contribute to our environmental goals. This investment is a milestone in the evolution of Turkish aviation industry. By modernizing our fleet with efficient and eco-friendly aircraft, we are reinforcing our leading position in global aviation sector and contributing to the nation’s prominence as an aviation hub,” said **Dr Ahmet Bolat, Chairman, Board and Executive Committee, Turkish Airlines**.

Alongside the 150 A321neo aircraft, the airlines order will include 50 A350-900s, 14 A350-100s and five A350F freighters, taking its order-book with Airbus to 504, though 212 have already been delivered. The addition of new freighter craft is in line with the news from earlier this year that Turkish Airline’s cargo branch, Turkish Cargo, had



become the third biggest cargo carrier in the world, according to IATA data, with 5.4 per cent of the market share in May 2023.

## CARRIER GROWING FREIGHTER DIVISION

**Air Canada** remains committed to growing its startup freighter division, **Michael Rousseau, Chief Executive Officer**, said. Air Canada reported a 24 per cent drop in Q3 cargo revenue compared to the same period last year, to US\$155.5 million (CA\$215 million), due to lower yields caused by weak market conditions. The air cargo industry is coping with an 18-month contraction from the pandemic crises, exacerbated by excess capacity from the reintroduction of international passenger flights. Cargo revenue of

**By modernizing our fleet with eco-friendly aircraft, we are reinforcing our leading position in global aviation sector and contributing to the nation’s prominence as an aviation hub**

US\$491.7 million was 30 per cent lower for the nine months through September.

The Canadian flag carrier in September switched an order for two factory-built 777 widebody freighters to 787-

10 passenger jets. “We have not changed our strategy. We are still committed and excited about growing the freighter business, and we have run and will continue to run a strong belly business,” Rousseau said.

“We cancelled two 777 freighters because it was too early to add them into our network. We are looking to expand our business and build it over time,” he added. Air Canada Cargo operates six Boeing 767-300s converted cargo aircraft. It would receive one more freighter by this year-end and two more in 2024. The planes are PAX flights retired from Air Canada’s service that are being retrofitted by aerospace firms for carrying large containers in main cabin area. ✈️







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# AMTOI celebrates Silver Jubilee

Association of Multimodal Transport Operators' of India (AMTOI) celebrated Silver Jubilee focusing on the 25 years of catalyzing multimodalism in India in New Delhi. The inaugural session and lamp lighting was done by President Xerrxes Master. The entire cargo fraternity participated in the event.





# Technology to transform air cargo in 2024

The year gone by pushed momentum back to air cargo. Demand for air cargo rose this year and several industries are choosing air cargo over maritime for rapid transit of cargo. Going forward, here are some trends related to technology in the air cargo industry as foreseen by **Amar More, CEO and Co-founder, Kale Logistics Solutions**.



## AI 2.0 FOR LOGISTICS

Generative AI was the surprise trend last year wherein ChatGPT began ruling the world of technology and proved to be beneficial for all industries. Going forward,

momentum did not pick up then, industry folks are now understanding the importance of the same. Corridors connecting airports with ports and train stations as well as dry ports are becoming the

**The world's first digital freight corridor was conceptualised half a decade ago. While the momentum did not pick up then, industry folks are now understanding the importance**

more players are foraying into the market, and it is making way for an AI-driven world. Most possibly, 2.0 version of the existing AI systems might come into place along with an industry-centric AI model for logistics.

## MULTIMODAL CORRIDORS

The world's first digital freight corridor was conceptualised half a decade ago. While the

norm. In 2024, the announcements on corridors will soar and set new benchmarks of operational efficiency.

## FREIGHTERS & TECH UPGRADE

Carrying cargo in passenger aircrafts is not viable anymore. This brings us to the utility of full body cargo aircraft that meets higher demand and transport cargo rapidly from the source to the

destination. To add more to it, freighters are evolving by incorporating tech advancements and design innovations to enhance their efficiency, capacity, and environmental sustainability.

## SMARTER AIR CARGO COLD CHAIN

Perishables are now shifted through air cargo as transporting through maritime takes months. Even though perishables are getting transported through cargo freighters, not essentially, they are kept in better temperature-controlled conditions. Therefore, a cold chain facility with a smart temperature control system will be the major requirement for freighters.

## SUSTAINABILITY GOALS

The pressure to go sustainable and meet ESG norms are building, and little has been done so far. Air cargo is un-



**Amar More**  
CEO and Co-founder  
Kale Logistics Solutions

der the radar of governments and global bodies to reduce carbon emissions. While frameworks and policies have been defined in 2023, execution is all set to take place in 2024 and the coming years.

# Export of Commodity Groups in November 2023

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

## Commodity groups exhibiting positive growth

1	Iron Ore	15.59	359.72	2207.38
2	Fruits & Vegetables	237.30	311.19	31.14
3	Meat, dairy & poultry products	311.96	374.06	19.91
4	Oil Meals	128.31	150.40	17.22
5	Mica, Coal & Other Ores, Minerals including processed minerals	327.80	382.28	16.62
6	Gems & Jewellery	2503.04	2802.73	11.97
7	Spices	270.99	301.62	11.30
8	Coffee	77.76	86.31	11.00
9	Drugs & Pharmaceuticals	1989.60	2135.51	7.33
10	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	803.97	854.88	6.33
11	Cereal preparations & miscellaneous processed items	202.35	214.29	5.90
12	Carpet	115.06	119.92	4.22
13	Ceramic products & glassware	309.54	316.26	2.17
14	Handicrafts excl. handmade carpet	126.65	128.13	1.17
15	Electronic Goods	2230.56	2254.86	1.09

## Commodity groups exhibiting negative growth

16	Other cereals	129.74	24.93	-80.78
17	Oil seeds	188.72	114.36	-39.40
18	Rice	800.53	585.78	-26.83
19	Jute Mfg. including Floor Covering	32.75	24.87	-24.06
20	Leather & leather products	389.88	331.28	-15.03
21	RMG of all Textiles	1200.28	1021.19	-14.92
22	Tea	79.56	68.08	-14.43
23	Marine Products	746.51	644.59	-13.65
24	Organic & Inorganic Chemicals	2340.99	2073.50	-11.43
25	Petroleum Products	8086.21	7483.95	-7.45
26	Man-made Yarn/Fabs./made-ups etc.	354.89	328.88	-7.33
27	Tobacco	126.19	119.93	-4.96
28	Plastic & Linoleum	660.51	630.12	-4.60
29	Engineering Goods	8104.24	7852.61	-3.10
30	Cashew	30.35	29.88	-1.55

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



# Import of Commodity Groups in November 2023

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

## Commodity groups exhibiting positive growth

1	Silver	136.10	482.82	254.75
2	Pulses	255.32	392.14	53.59
3	Fruits & vegetables	211.84	318.11	50.17
4	Metaliferrous ores & other minerals	610.22	865.40	41.82
5	Leather & leather products	76.68	99.39	29.62
6	Dyeing/tanning/colouring materials	286.18	339.15	18.51
7	Professional instrument, Optical goods, etc.	554.08	654.67	18.15
8	Non-ferrous metals	1574.39	1810.07	14.97
9	Iron & Steel	2194.84	2495.45	13.70
10	Machine tools	376.26	416.75	10.76
11	Electronic goods	5899.43	6492.66	10.06
12	Gold	3242.71	3445.10	6.24
13	Project goods	69.57	73.02	4.96
14	Machinery, electrical & non-electrical	3848.38	3977.85	3.36
15	Medicinal & Pharmaceutical products	666.36	669.83	0.52

## Commodity groups exhibiting negative growth

16	Pearls, precious & Semi-precious stones	2302.14	996.71	-56.71
17	Fertilisers, Crude & manufactured	1737.96	1061.76	-38.91
18	Cotton Raw & Waste	48.88	30.60	-37.40
19	Vegetable Oil	1598.50	1003.27	-37.24
20	Newsprint	44.96	30.61	-31.92
21	Pulp and Waste paper	221.04	167.09	-24.41
22	Transport equipment	2647.39	2155.52	-18.58
23	Organic & Inorganic Chemicals	2588.14	2159.99	-16.54
24	Wood & Wood products	665.03	568.62	-14.50
25	Chemical material & products	944.45	844.50	-10.58
26	Coal, Coke & Briquettes, etc.	3760.01	3369.33	-10.39
27	Petroleum, Crude & products	16318.80	14936.69	-8.47
28	Textile yarn Fabric, made-up articles	209.42	193.62	-7.54
29	Artificial resins, plastic materials, etc.	1837.99	1735.57	-5.57
30	Sulphur & Unroasted Iron Pyrites	31.60	30.14	-4.62

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

# WAI conducts workshops on gender diversity & warehousing

Warehousing Association of India (WAI) in collaboration with Asian Development Bank and Department of Industry and Internal Trade recently conducted 'Workshop on Empowering Women in Logistics and Standardization, Grading and Rating of Warehouses in India' in New Delhi.

**W**AI in collaboration with Asian Development Bank (ADB) under the aegis of the Department for Promotion of Industry and Internal Trade (DPIIT) conducted 'Workshop on Empowering Women in Logistics and Standardization, Grading and Rating of Warehouses in India' in New Delhi. The workshop represented by a diverse group of industry and government stakehold-

ers as well as international organizations focused on discussing ideas on the need for diversity and inclusion in the logistics industry and importance of standardization of warehouses following grading and rating systems. Sumita Dawra, Special Secretary, Jivisha Joshi Gangopadhyay, Deputy Secretary, and Surendra Ahirwar, Joint Secretary of Logistics Divisions, DPIIT graced the occasion. HoeYun

Jeong, Deputy Country Director and Nilaya Mitash, Principal Operations Coordination Specialist (Regional Cooperation), India Resident Mission (INRM), ADB also honored the occasion with welcome remarks and moderating panel discussions.

Manu Raj Bhalla, President, WAI spoke about the launch of 2<sup>nd</sup> and 2023 version of e-Handbook for

Warehouse Standards. He expressed his gratitude for helping India achieve the distinction of only country to have such a comprehensive guide for warehouse developers and operators for building and operating world-class warehousing facilities and operations. The workshop also unveiled a framework for Standardization, Grading and Rating Systems for Warehouses in India.







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# Air cargo demand to rise by 4.5% in 2024: IATA

IATA indicates a strong demand for services in the New Year, in its data for global air cargo markets. Global demand, measured in cargo-tonne kilometres, rose by 3.8% in October 2023, while international belly capacity rose by 30.5% year over year, says **Willie Walsh, Director General, IATA**.



CT Bureau

Looking at regional performance, the Middle East carriers are likely to register 12.3 per cent increase in cargo demand, African carriers a 1.5 per cent, North America 2.1 per cent, Asia Pacific 3.6 per cent, Europe 4.1 per cent and Latin America is expected to post an increase of 7.7 per cent in cargo demand in the New Year.

Rachel Yuting Fan, Senior Macro Economist, IATA, said, "The growth rate is based on a low base. Air cargo has been decreasing for the past two years, especially this year when it declined by 3.8 per cent, so the growth for next year is based on that."

IATA is expecting cargo revenues to decline by 17.3 per



**Willie Walsh**  
Director General  
IATA

cent year in 2024 to US\$ 111.4 billion. The revenue decline is based on yields continuing to fall in the New Year by 20.9 per cent, driven by the continued growth of belly capacity related to strong growth on the passenger side of the business and trade stagnation.

**Global demand, measured in cargo tonne-kilometres, increased in October 2023 by 3.8% compared to October 2022. For global operations, the demand lagged slightly at 3.5%**

However, yields will remain high by historical standards, IATA stated. The association, however, pointed out "yield progression has been extraordinary" in these past years (-8 in 2019, +54 in 2020, +25 in 2021, +7pc in 2022, -32 in 2023). Cargo's

share of the total airline revenues is expected to be 13 per cent next year, roughly in line with the 12 per cent recorded in 2019.

Meanwhile, IATA also stated that global demand, measured in cargo tonne-kilometres (CTKs\*), increased in October 2023 by 3.8 per cent % compared to October 2022. For international operations, the demand lagged slightly at 3.5 per cent, it added.

Capacity, measured in available cargo tonne-kilometres (ACTKs), was up 13.1 per cent compared to October 2022 (11.1% for international operations). This was related to the growth in belly capacity. International belly capacity, for example, rose 30.5 per cent year over year on the strength of passenger markets.



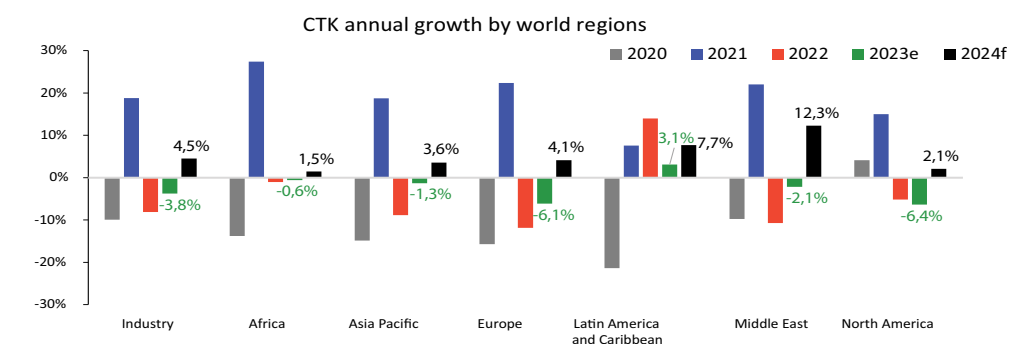


- Inflation in major advanced economies continued to ease from its peak in terms of CPI, reaching between 3 per cent and 4 per cent for the USA and for the EU, respectively, in October. China's CPI, however, indicated deflation for the second time this year, raising concerns of an economic slowdown.

- Global trade reversed its downward trajectory and stabilized in September. Although below its 2022 peak, global cross-border trade is over 5 per cent above pre-pandemic levels.

## CTK of all regions are expected to grow in 2024

North America and Europe are lagging in 2023





# Global cargo stalwarts unite at the IICS 2023

India International Cargo Show (IICS) was held recently. Stalwarts of air cargo, ocean freight, road, logistics, warehousing, ground handling, supply chain, technology, gathered under one roof. The show held panel discussions on multimodal logistics enabling supply chain efficiency, and Next Gen cargo ops among others.









# Building supply chains for catering to SMEs

It is crucial for players to develop system, processes and people that can match international standards, and in some cases, redefine them. Successful operations require system-driven processes and responsive workforce, says **Anamika Jain, Chief Executive Officer & Operations Head, AAJ Enterprises.**



CT Bureau

## Tell us about your ongoing projects of your company to enhance operational efficiency?

We are focused on advancing our efforts for creating a supply chain service that caters to the needs of SMEs in India, aiming to empower and support the burgeoning new enterprises in the region. In this year, we have undertaken initiatives to achieve this objective. An enhancement is the implementation of the AAJ Swift Transport Management System that has played a pivotal role in streamlining our operations. This system has been seamlessly integrated with our WMS to establish linkage with multiple ERP systems, various marketplaces, and transporters. This integration ensures a cohesive and integrated experience for our clients, irrespective of the scale of their operations. We have introduced an Audit Management Software that facilitates the monitoring and management of quarterly audits across our warehouses.

## Share with us your key learning and takeaways from 2023?

We have garnered key insights gathered in 2023 to underscore the importance of people as well as processes in supply chain services. The realization has been clear; successful operations require a blend of robust, system-driven processes and an empowered workforce that is creative and responsive. In our pursuit of



**Anamika Jain**  
CEO & Operations Head  
AAJ Enterprises

## We have garnered key insights gathered in 2023 to underscore the importance of people as well as processes in supply chain services

excellence, we recognized the need to develop processes that are not only efficient but also leverage technology to enhance overall system effectiveness. Since striking a balance between automation and human ingenuity is pivotal, as it allows for the creation of dynamic and adaptable workflows that can respond to the evolving demands of the supply chain landscape. An invaluable takeaway from the year gone by is the recognition that integrated supply chain visibility is paramount. The ability to offer visibility across the

supply chain becomes a defining factor for success. Service providers excelling in delivering this integrated visibility will be the preferred choice for new and growing brands seeking to optimize their supply chain operations.

## What is crucial for the industry to succeed in the coming years?

There is growing optimism for supply chain industry because the government is investing heavily in infrastructure and taking initiatives to make the country a global supply chain leader. It is crucial for the players in the industry to develop system, processes and people, which can match international standards, and in some cases, even redefine them.

## What are the projects in pipeline?

We have a couple of projects centred around people man-

agement initiatives. We have recently introduced an AI-based chief listening officer. We are focusing on training and development to upskill our team members and create a leading team of supply chain professionals. Simultaneously, we have enhanced our IT development capabilities by substantial investments in our WMS and TMS technology stack.

## Share with us the key strategies for growth in 2024?

Our focus in the New Year and beyond is to reach the new small and medium enterprises (SMEs) by making it extremely easy for them to avail reliable and responsive warehousing and transportation services. The company's strategy centres around a unique combination of technology and a dedicated workforce to achieve seamless and responsive solutions. 🚀





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# Now, steel tubes for sustainable warehousing

**Mohit Kapoor, Head, PEB Steel Building Solutions, APL Apollo Tubes Ltd**, shares the importance of steel tubes in warehousing and construction sector. Vertical expansion is only way out to cater to the population's increasing demand of residential-commercial-industrial space.



CT Bureau

**What are the construction materials that can be used to lessen environmental impact in high-rise building projects?**

Developmental plans initiated without considering the environmental impact tend to lose their social justification, and fail to achieve the project's long-term commercially feasible outcome. The best part about any technology is the scope of upgradation and innovation, and the construction industry, one of the largest human activities on this planet, needs to pay due attention to thinking out of the box for introducing path-breaking solutions. Steel tubes are among the most versatile construction materials providing multi-dimensional solutions of faster execution,



**Mohit Kapoor**  
Head, PEB Steel Building Solutions  
APL Apollo Tubes Ltd

economical construction, lower maintenance, safer designs, and environment friendly recyclable products sustainable in all aspects. Much superior strength, higher ductility and loading capacity for better seismic code compliance define the best in-class perfor-

mance of Steel Tubes on all technical parameters, in addition to effective commercial benefits such as 20-50 per cent faster construction, additional carpet area, clearer height and lower finance cost resulting in advanced Cash Flow and much better IRR.

**How can the construction industry reduce its carbon footprint, while maintaining the pace of high-rise building construction?**

Though we are the world's fifth largest economy, the sector is the fourth largest worldwide contributor in carbon emissions. The construction industry contributes to 16 per cent of overall pollution, in addition to rigorous efforts underway in many innovations across raw materials and deployment of carbon neutral machineries at construction sites, various national and in-

ternational research shows usage of steel tubes can reduce almost 60 per cent carbon emission from the construction sector.

**How does modular construction contribute to sustainability goals and pollution reduction?**

Plug and play solution of steel tubes is best suited for fast-track execution and economically viable outcomes in construction

**Superior strength, higher ductility and loading capacity for better seismic code compliance define the best in-class performance of steel tubes**



sector for multiple reasons like no pollution, least water usage, reduced wastage of raw materials, time bound completion of projects and mitigation of on-site hazardous events.

**How does high-rise construction incorporate water-efficient systems and technologies?**

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# ‘Need to link airlines for operational efficiency’

Aggressive distribution strategy and its results are the next big thing for us, says **Abhishek Goyal, Executive Director, Aeroprime Group**. It helps the company increase its market reach and bring cost effectiveness to the airline operations, he adds in an interview with **CARGOTALK**.



CT Bureau

## What are the key trends to watch out for in the global aviation industry in 2024?

Global aviation industry is poised for several key trends that will shape its trajectory in the year and beyond. Firstly, sustainable aviation practices such as eco-friendly technologies, alternative fuels, and carbon offset programmes are expected to gain prominence as environmental concerns intensify. Secondly, technological advancements continue to revolutionize global aviation industry. The rise of AI, data analytics will enhance operational efficiency, safety, and customer experience. Lastly,

geopolitical factors, regulatory changes, and economic shifts will impact global aviation dynamics. Open skies pacts, trade ties, and geopolitical stability will influence market access and competition.

## As a GSA, what are the important metrics that track your services' success, while serving a particular airline?

As an airline GSA, several key metrics crucial for tracking the success of services are provided. Firstly, revenue generation stands as a paramount metric, encompassing cargo services, and ancillary revenue streams. Tracking sales performance against targets provides a clear measure of the GSA's commercial success. Customer satisfaction and loyalty



**Abhishek Goyal**  
Executive Director  
Aeroprime Group

are vital for us. Monitoring customers' feedback, on-time performance, and service quality helps gauge customer satisfaction, impacting long-

term brand loyalty. Load factors help us in evaluating operational efficiency and route profitability. Aggressive distribution strategy and its results are the big thing for us as we adopt a highly cost efficient yet quite robust and flexible distribution strategy to increase the market reach and bring cost effectiveness to the airline operations. Monitoring market share metrics and regular competitive analysis to identify growth opportunities for our partners is a key focus for us as well.

## Elaborate on your role as a GSSA, when it comes to transporting perishables, pharma among others?

We take pride as a GSSA, which is a specialized task in



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handling urgent shipments, perishables, and pharma. We play a pivotal role in ensuring seamless transportation of these goods for our airline partners. One of the primary responsibilities is to liaise between airlines and forwarders, facilitating efficient logistics and coordinating timely deliveries. We work closely with airlines to optimize capacity, streamline documentation processes, and enhance communication channels to minimize transit times.

Rigorous planning and collaboration with ground handlers and customs are done in advance to prevent delays and ensure the integrity of sensitive shipments. We also focus to maintain cold chain integrity, implementing robust cargo handling, and staying abreast of technological advancements that enhance real-time tracking and monitoring of shipments. Overall, the company's focus is on providing airlines with all the expertise needed in order to navigate challenges, ensuring reliable and efficient transport of shipments, while adhering to industry standards and regulatory compliance.



### Any intention of adding more airlines or projects that may soon come to fruition?

Continuous evaluation of potential collaborations is inherent in our approach to ensure relevance and growth. We are currently in advanced stage of discussions for partnerships with various airlines and we hope to make some announcements in the New Year and beyond. The aim to broaden our scope reflects a dynamic stance, aiming to seize opportunities that contribute to the success of our firm, while meeting the evolving

demands of the air cargo and logistics industry.

### What makes you different from your competitors. Please elaborate on your services?

Our differentiation lies in a suite of services that set us apart from competitors, including delivering unparalleled value through a unique blend of specialized services and customer-centric solutions. Personalized client engagement is our hallmark, as we understand customer needs to deliver bespoke solutions. Our

cutting-edge technology integration ensures seamless operations, from advanced tracking systems to data analytics for optimized logistics.

Our data-driven approach helps us adopt a scientific approach to our analysis to explore newer opportunities in the existing operations, rapidly than majority of other industry

**Our cutting-edge technology integration ensures seamless operations, from advanced tracking systems to data analytics for optimized logistics**

players. Exceptional customer support, round-the-clock accessibility, and improvement underscore our dedication to client satisfaction. This approach positions the company not just as a service provider but as a partner, offering value and setting us apart as leaders in the market. 🚀





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# ACCB X-mas celebrations

Air Cargo Club of Bombay (ACCB) recently hosted Christmas celebrations for the air cargo fraternity members and their spouses. The fun-filled evening witnessed participation from industry experts who enjoyed playing games, gyrating music, and dug into delectable delicacies.





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# Exploring strategies for IAG Cargo growth in India

Daily, we link customers through five Indian gateways to the UK. We will soon increase our capacity of aircraft going into and out of Delhi by gauging services from 787s with A350s. The UK is an important route for India, it is the country's 11<sup>th</sup> largest exporting partner, says **David Shepherd, CEO, IAG Cargo**.



CT Bureau

IAG Cargo hosted a Roundtable in New Delhi to discuss air cargo trends, growth and business updates and how India has emerged as a global powerhouse for production and exports of goods such as pharma, high-tech e-commerce.

David Shepherd, Chief Executive Officer (CEO), IAG Cargo, said, "India is a vital part of our global network. Daily, we link customers through five Indian gateways to the United Kingdom. We will soon increase our capacity of aircraft going into and out of Delhi by gauging services from the current 787s with A350s. With incredibly strong pharmaceutical, high-tech, and fresh produce

industries, we are always looking for ways to support this growth." Since the pharma, high-tech, and fresh produce industries increase across the country, Kapil Madhok, Regional Manager, Air Services, India Sub-Continent Region, Expeditors. Not only do the number of exports grow,

but so also the level of imports as specific materials, he added. Since the 11<sup>th</sup> largest exporting trade partner for India, the UK is an important route.

In 2023, Expeditors unveiled its warehouse, New Premia, in London, which has since doubled the volume of

express, pharma and specialist cargo to be managed daily, he added. Among those who attended included Yashpal Sharma, President, ACFI, Camilo Garcia Cervera, Chief Sales and Marketing Office, IAG Cargo. Ankush Chawla, South Asia Commercial Manager, was the moderator. 🇮🇳





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# Doors that blend with architecture of a building

Sectional overhead doors have been launched to meet all industrial, logistical, and commercial requirements. Depending on the building's structure and the requirement, the company states a choice can be made from a standard lift, vertical lift, horizontal lift, low headroom, or inclined lift.



**P**orto Sectional Overhead Doors are ideal for all industrial and logistics needs. The solutions offered ensure the doors to be aesthetically pleasing and suited for any architectural environment—from industrial buildings to commercial buildings. As these doors slide vertically, stopping in the proximity of the ceiling, they blend in with the architectural features of the building.

Porto doors are built to ensure flexibility of use, which, in turn ensures a quick, hassle-free, and accurate replacement of old doors. Their compact size ensures more available space both inside and outside the premises. Depending on the structure of the building and the requirement a choice can be made from a standard lift, vertical lift, horizontal lift, low headroom, or inclined

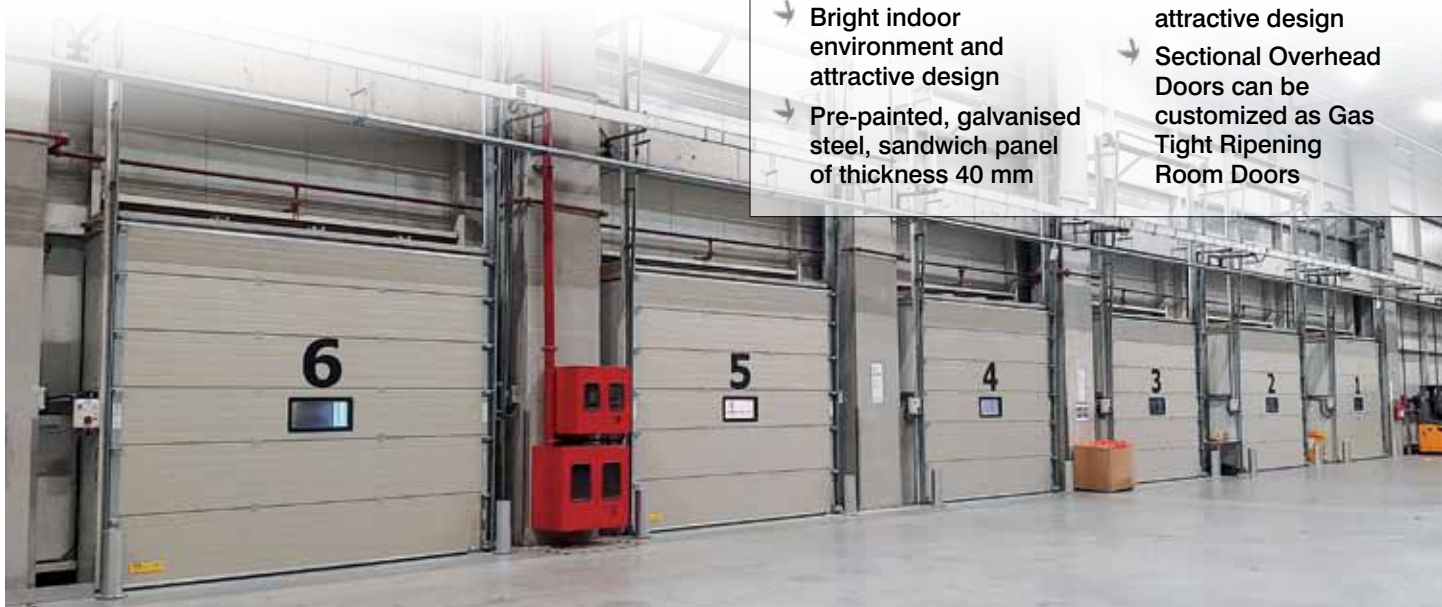
lift. Porto range comprises a wide series of track systems, panel options and safety features. Special glazed doors provide excellent lighting and vision into the building where required.

**Max Vista:** Max Vista Sectional Overhead Doors are ideal for industrial and commercial buildings made by Gandhi Automations. The doors are made with a combination of aluminum panels and transparent acrylic, giving it a distinctive look, and enhancing the look of a building. These doors make the environment bright and pleasant to work in as it allows natural light to pass through the large clear areas. Gandhi Sectional Overhead Doors provide heat insulation and sound proofing thus improving the working conditions on the premises and saving energy. The products are affixed with a CE mark making them reliable and safe.



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- Energy savings and more comfort
- Bright indoor environment and attractive design
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- The gaskets made of a special non ageing rubber that seal the perimeter of the door opening
- They produce a perfect seal, preventing water, air and dust infiltration
- Minimal bulk for more space indoors and outdoors
- Easy and practical to open and operate
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# Galaxy's freight-fuelled celebration of excellence

Galaxy Freight organized a grand Annual Dinner for family and colleagues from the air cargo and logistics industry, in Mumbai. The gathered industry stakeholders had a gala time, interacted with each other and gyrated to foot-tapping music and partook of scrumptious food.





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# Upcoming Events 2024

## JANUARY

- ▶ **Transport India Expo**  
17–19 January 2024  
Pragati Maidan, New Delhi
- ▶ **CrossTrades OBL Conference**  
22–25 January 2024  
Andaz Delhi

## FEBRUARY

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

## MARCH

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

## APRIL


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

## JUNE

- ▶ **India Logistics Summit & Awards**  
13–14 June, New Delhi
- ▶ **All India Cold Chain Seminar**  
14–16 June  
Hotel Clarks Shiraz, Agra

### For more information contact:

**talk@ddppl.com**

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

## To better EXIM biz, DB Schenker, CONCOR join hands

**D**B Schenker India signed an MoU with CONCOR to collaborate for EXIM and domestic business with an emphasis on sustainability. The MoU was signed on 19 December



2023 in New Delhi. The pact underlines their commitment to contribute to sustainable supply chain practices in logistics industry.

Kinjal Pande, CEO, DB Schenker, India and Indian Subcontinent, said, “By the pact for rail freight, we want to change the trend towards a low carbon future.”

# Air Cargo India show to focus on collaborations, skilling

**B**lock your calendar for Air Cargo India 2024. The event will open its doors once again at Jio World Convention Center, Mumbai, to the air freight fraternity from 14–16 February 2024.

Organized by Messe Muenchen India, the event will leverage the platform's inherent strengths of enabling networking, collaborations, knowledge exchange, sharing, and celebrating successes, it will unlock opportunities for the air cargo community.

Currently, the air cargo business in India is one of the



most competitive and fastest-growing segments. Research & Markets estimate that by 2028, India's air freight market will reach US\$17.22 billion, growing at a compound annual growth rate of 5.65 per cent.

Bolstered by focus on infrastructure development of airports, logistics parks, and road linkage projects across India, combined with the production linked incentive (PLI) scheme, covering 15 manufacturing sectors, the country will witness surging volumes of air cargo operations across the country.





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# Movements

## ALLCARGO GATI LIMITED INDIA

**Sandeep Kulkarni** has joined as the COO at Allcargo Gati Ltd. He will be responsible for planning, driving operational efficiency through new-age tech adoption, leading cross-functional operations, managing key supply chain stakeholders, and building customer engagement by offering logistics solutions. He will drive innovation by identifying opportunities for tech advancements.



## NIDO GROUP INDIA

**Harsh Garg** has been appointed to NIDO Group as its Head of Product, Solutions, and Partnerships. He will oversee the intralogistics automation company's product management, solutions design, and strategic partnerships, shaping future offerings and expanding market reach. Having worked at Delhivery, Garg had played a vital role in implementing tech solutions of the firm.



## ASF AIR USA

**Angel Rodriguez** has joined ASF Air as its President. He is a veteran with 30 years of global end-to-end supply chain experience. In his role at Flexport, Angel delivered air freight solutions to meet the demanding needs of Fortune 100 & 500 clients. He went on to deliver the highest tonnage and revenue contributions worldwide by any single individual in the history of the company.



## FIATA GENEVA

**Turgut Erkeskin** has been appointed as the President at The International Federation of Freight Forwarders Associations (FIATA). Erkeskin, who has been president and Chief Executive, Istanbul-headquartered Genel Transport for 35 years, was formerly the senior VP, FIATA. He was the President, International Transportation and Logistics Service Providers' Association.

## IATA USA

Qatar Airways Group Chief Executive Officer, **Engr. Badr Mohammed Al-Meer** has been elected to the International Air Transport Association's (IATA) Board of Governors. Engr. Badr Al-Meer will be able to support the association in shaping the future growth of safe, secure, and sustainable air transport, working with members to connect and enrich our world through air travel.



## DNATA SWITZERLAND

**Willy Ruf** has been appointed as MD, Switzerland, dnata. Willy will oversee dnata's ground handling and cargo business and operations at Geneva Airport and Zürich Airport in Switzerland. He will manage a team of 1,100 employees, to ensure world-class services and safety for over 30 airline customers. Willy has 30 years of experience in the ground handling, cargo, and travel.



## JAGGAER USA

**Troy S. Meyers** has joined as the new Chief Customer Officer of Jaggaer, leader in Autonomous Commerce. For the past seven years, Meyers, a senior executive, has managed success with B2B IT SaaS firms—Azalea Health in Atlanta, Georgia. "He executes strategies to scale customer success ecosystems, drive growth and improve client engagement, loyalty and value."



## SCHIPHOL GROUP NETHERLANDS


**Pieter van Oord** will join as the Chief Executive at Royal Schiphol Group from 1 June. The Group Supervisory Board intends van Oord to be in the role until 1 June 2028. He has managed contractor Royal van Oord since 2008. He is a member, supervisory board, De Hoge Veluwe National Park and President, Feijenoord Stadium. Van Oord will succeed Chief Executive Ruud Sondag.



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