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**REDEFINING
GLOBAL
LOGISTICS
THROUGH
INNOVATION**

AMIT MAHESHWARI
FOUNDER & CEO, SOFTLINK GLOBAL

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SUSTAINABILITY IN 2025**

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Asset light, heavy models can boost supply chain efficiency



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TOUCHING NEW heights in 2024, resilient industry invests in tech



As we reflect on 2024, air cargo industry navigated supply chain disruptions, fluctuating demand, and digital transformation. Key learnings stress importance of agility, real-time data utilisation, and contingency planning to ensure resilience. Players found success in strengthening sustainability and embracing automation to optimise efficiency. The sector, investing in tech, is poised to turn challenges into opportunities and soar to new heights in the New Year.





Ritika Arora Bhola

As the year ends, the air cargo and logistics industry stands on the threshold of new opportunities and challenges. The lessons learnt from the past year—ranging from navigating supply chain complexities to embracing digital transforma-

tion—pave the way for a more resilient and agile sector.

In the next year, the experts look forward to harnessing cutting-edge technologies, such as AI, automation, and real-time data analytics, to optimising operations. Sustainability will continue to be the focus area, with the industry

In 2025, the experts look forward to harnessing AI, automation, and real-time data analytics, to optimising operations

accelerating efforts to reduce carbon footprint and implement greener solutions. The industry also anticipates increased global collaboration.

Focus will also be on enhancing sustainable practices and broadening freight capacities across air, ocean, and land. The industry has navigated challenges such as fluctuating fuel prices, regulatory changes, and the Red Sea crisis, which led to a shift in air cargo demand. Focus on employee development, security and safety has been instrumental in delivering reliable services,

while upholding high operational standards in 2024.

Now, as demand for faster and efficient international trade grows, the air cargo business is poised to innovate, adapt, and soar into an era of growth, connectivity, and efficiency. The year ahead promises to be one of transformation, as we build on the lessons of the past to navigate the skies of tomorrow with confidence and ambition.

CARGO TALK speaks to experts about their key learnings and takeaways from 2024 and future growth strategies.

FACT FILE

In the next year, the experts look forward to harnessing cutting-edge technologies, such as AI, automation, and real-time data analytics, to optimising operations.



Sustainability will remain our central focus in 2025

“ Looking back, we have achieved key milestones and gained valuable insights, with flexibility emerging as a critical takeaway in this rapidly evolving industry in 2024. We navigated challenges such as fluctuating fuel prices, regulatory changes, and the Red Sea crisis. The surge in volume was managed efficiently. Our success was driven by the adoption of cutting-edge technology and airline partnerships. Sustainability remained a central focus. Recognising the growing demand for eco-friendly solutions, we invested in innovative technologies and processes to reduce our CO₂ footprint, aligning our operations with both business goals and environmental responsibility.”



Keku Bomi Gazdar
CEO and MD
Aviapro Logistic Services

Our success was driven by adopting cutting-edge technology and partnerships

Innovation and quality to shape our journey

“ 2024 proved to be a rollercoaster ride for the industry, shaped by Red Sea crisis and the challenges due to the clashes in Bangladesh. Despite these hurdles, we experienced transformative shifts in logistics, driven by tech advancements. The importance of supply chain resilience became coherent, with agile models and effective scenario planning enabling us to adapt to global disruptions. Technological breakthroughs were key in redefining our ops. We have advanced in sustainable logistics by decarbonising transportation and adopting eco-friendly packaging to meet regulatory standards. Last-mile delivery evolved to meet the growing demand for speed in e-commerce.”



Prediman Koul
CEO
Jeena & Company

Technological breakthroughs were significant in redefining our operations



Importance of technology investment is key factor

“ Factors such as the Red Sea crisis and growing e-commerce demand led to increased air cargo demand. We have constantly seen evolving trade dynamics, a mid-cycle slowdown in India recently, impacting trade volumes. A key takeaway is the importance of investing in advanced technologies and cargo solutions aligning with volatile market needs, supporting volumes, upholding security needs, efficiency and environmental responsibility. As we look forward to 2025, Çelebi is poised to build on successes as these partnerships will be facilitators in streamlining operations and navigating regulatory needs to meet the demand for quality services across regions.”



Kamesh Peri
CEO, Çelebi Delhi Cargo
Terminal Management India

A mid-cycle slowdown in the country recently, impacted trade volumes

Committed to adopt CO₂ footprint management

“ Embracing digital transformation has become more crucial than ever. We saw advancements in AI, data analytics, and automation in logistics, which have streamlined processes and enhanced efficiency. Looking to the New Year, we aim to leverage tech further to create transparent and responsive supply chains. Moving into 2025, there is a commitment to sustainable growth by adopting eco-friendly logistics solutions and improving carbon footprint management. This year highlighted power of collaboration across the industry. Working with stakeholders—be it airlines, ground handlers, or tech providers—has proven more than essential for success.”



CK Govil
CMD
Activair Airfreight India

Moving into 2025, there is a commitment to sustainable growth in logistics

More infra projects in BLR in New Year

“ This year till October, we handled 300,000 MT of cargo. BLR Airport has achieved growth of 21 per cent compared to the same period last year. BLR’s share versus India’s total has risen from 13 to 14 per cent. Our ACS and Cargoby-BLR will continue to drive digital integration, enhancing supply chain visibility and cutting cargo processing by 20 per cent. Our recognition as the No.1 airport in India for export of perishables for fourth consecutive year underscores our focus on specialised handling of temperature-sensitive cargo. In 2025, we will launch infrastructure projects, including a dedicated domestic cargo terminal and a comprehensive logistics park.”



Satyaki Raghunath
COO
BIAL

BLR Airport has achieved growth of 21% compared to same period last year



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Real-time data to help carriers & forwarders

“ Air cargo technology has experienced a transformation, driven by rapid digitisation, data-driven operations, and an industry-wide focus on efficiency and resilience. Digital platforms have transformed cargo booking, tracking, and management. Emphasis will shift to AI-driven predictive analytics to refine inventory management, capacity planning, and demand forecasting. Access to real-time data will support dynamic pricing models, help carriers and forwarders make data-backed decisions aligning with market trends. Investments will enhance user experience, data security, and compliance, with blockchain and advanced authentication fortifying security measures.”



Poonam Faridi
Business Head
Octolop, Cargo Flash

Digital platforms have transformed cargo booking, tracking, and management

Environmental protection for long-term growth

“ 2024 has been a landmark year following commissioning of the first Greenfield AFS in Delhi. This facility stands as testament to our commitment to innovation and is set to transform the logistics landscape in 2025. The AFS will streamline cargo operations, reduce congestion at airports, and increase efficiency. Our key takeaway from 2024 is the importance of sustainability in building the future of logistics. As we head into 2025, CCPL is dedicated to implementing green practices—from energy-efficient facilities to eco-friendly packaging solutions. We recognise environmental stewardship is essential for long-term growth but are committed to reducing our CO₂ footprint.”



Vipin Vohra
Chairman
Continental Carriers

Significance of this year is the importance of sustainability in building future of logistics

Tech to aid forwarders, SEZ stakeholders

“ Our Cargo Community System was instrumental in simplifying logistics across the industry, providing a single-window solution. We have offerings such as WiseCargo and iCAFFE, which aid forwarders and SEZ stakeholders in streamlining regulatory filings for Bills of Entry and Shipping Bills through ICE-GATE. WiseDox, our Document Management System, became essential as clients seek ways to manage, store, and retrieve documents. The need for secure, automated document handling grew, and WiseDox allowed clients to reduce costs, improve access, and maintain compliance with ease. In 2025, we aim to lead with innovation, focusing on AI-driven automation.”



Parvinder Singh
Managing Director
Hans Infomatic

The need for document handling grew, and WiseDox allowed clients to reduce costs

SMBs tap into cross-border business opportunities

“The goal is to take India’s exports to US\$2 trillion by 2030. This means, small and medium businesses need to tap into more cross-border trade opportunities. EoDB is an advantage for them in global trade. We leaned into these market, which value our end-to-end network. Looking ahead to the New Year, we will see more SMB clusters emerge from tier II and III cities. They will need digital linkage and infra to link them to global supply chains. At UPS, we are looking at all opportunities for higher productivity and hence, we continue to lean into our people-led, innovation-driven strategy.”



Grégory Goba-Blé
Head
UPS, India

Looking ahead, we will see more SMB clusters emerge from tier II and III cities

Demand fuelled by e-commerce, capacity

“Amid geopolitical and economic uncertainties, the sector demonstrated its resilience. Industrial production and cross-border trade grew, supported by increase in goods trade and improved PMI for manufacturing output and export orders. The demand continued to rise, fuelled by e-commerce growth and expanding capacity, while yields improved reflecting market fundamentals. Sustainability is a priority, with aviation sector embracing a net zero future. Demand continued to rise, fuelled by e-commerce growth and expanding capacity, while the air cargo yields improved.”



Ramnath Sabari
Global Lead, Travel and
Transport Solutions,
Unisys

The demand continued to rise, fuelled by e-commerce growth and more capacity

Digitisation, sustainability key takeaways in this year

“2024 has been marked by resilience and adaptation, with political uncertainties gradually giving way to economic stabilisation and a stronger global outlook. The key takeaways for us are sustainability and digitisation. Logistics sector strode towards end-to-end sustainability. Achieving a unified approach remains a work in progress. Digitisation has gained acceptance, setting the stage for transformative growth in 2025; we expect AI, automation, and CCS to lead advancements in logistics, while intermodal and multimodal collaborations will bring new efficiencies to the supply chain.”



Suneet Gupta
Senior Vice President,
Kale Logistics Solutions

Digitisation will set the stage for more transformative growth in the next year

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Advanced technologies to improve logistics sector

“A key milestone was the rollout of Vijayant, which enhances operational efficiency and faster transit times. Initiatives such as same-day dispatch with mantra of scheduling and elevating service standards. We realigned regional structures, strengthened leadership, and expanded infra with new transshipment hubs and branches, setting the stage for sustained growth. As we welcome 2025, our focus remains on leveraging these advancements for sustainable growth. We aim to prioritise innovation and scalability. AI and predictive analytics will optimise logistics. But one must keep raising the bar.”



Mahendra Shah
CMD
VTrans

AI & predictive analytics will optimise logistics. But one must keep raising the bar

By adopting tech, firms are resilient against volatility

“2024 has been a transformative year that has reshaped our understanding of global supply chains and logistics technology. The important learnings include AI-driven solutions in modernising old logistics operations. We have seen businesses embracing digital transformation show resilience against market volatility. Another takeaway is the focus on sustainability in supply chain operations. Our industry is recognising environmental responsibility, and operational efficiency go hand in hand, and we are pleased to join hands with CargoAi to share our partnership for integrating booking.”



Kunal Maheshwari
Chief Growth Officer
Softlink Global

Another takeaway is focus on sustainability in supply chain operations

Trade evolving through focus on digital strategies

“In 2024, we have seen the logistics industry continue to evolve through digital transformation, sustainability efforts, and a renewed focus on supply chain resilience. With India implementing FTAs with nations such as Japan, Korea, Singapore, and CEPA with the UAE, trade strategies are driving economic growth. Efficient forwarding becomes a must for success. DP World with its global network of 150 new forwarding offices, is helping businesses navigate supply chains, enhance operational efficiency and enabling rapid scaling.”



Akash Agrawal
Vice President, Freight Forwarding, Middle East, North Africa and Subcontinent, DP World

Trade strategies are driving economic growth as India inks FTAs with many nations

Amplify AI optimisation, diversify into other sectors

“In 2024, through AI-driven automation, we transformed optimised route planning and introduced real-time inventory management. Our innovations in last-mile delivery empowered dynamic route adjustments, reduced transit times and lowered carrying costs. As we look to 2025, we are poised to deepen our digital transformation. We intend to amplify AI optimisation, deploy advanced data analytics, and pioneer blockchain-based smart contracts to enhance transparency. Alongside these tech advancements, we are expanding our portfolio into new sectors, including trucking and warehousing etc.”



Amit Tandon
CEO & Managing Director, Asia Shipping India

Last-mile delivery allowed route adjustments, reduced transit times

Building on digital competencies in 2025

“Strengthening our strategy was essential to allow us to enhance our capabilities for on time delivery. By harnessing data analytics and ML, we forecast demand trends and optimise operations. The adoption of alternative fuel vehicles marked progress toward reducing CO₂ footprint. This aligns with our net zero aspirations and eco-friendly practices. Our pan-India network continues to be a key enabler. It empowers us to cater to diverse markets, with an emphasis on MSMEs in tier II and III cities, supported by located service delivery points. We prioritised skill development, mainly in digital competencies, to empower our workforce and ensure future readiness.”



Sandeep Kulkarni
Chief Operating Officer
Allcargo Gati Limited

Adoption of alternative fuel vehicles has reduced CO₂ footprint

India not be impacted by drop in US tariff rules

“For Noatum India, this year was a bountiful one for us. We grew the top line and the bottom line with a significant measure, and this was possible through an organised effort. While this may sound very cliched, we do spend a fair amount of time in detailing, which helps us navigate well throughout the year. As per 2025, the impact of USA election result on geopolitical situation will be interesting to watch. We do foresee freight rates dropping for air and sea freight. In the coming year, India might not be impacted by the USA tariff regulations. We may see a growth in volumes on the India-USA lane; it will improve imports and have stable exports.”



Shesh Kulkarni
Managing Director, India, Noatum Logistics

We forecast growth in imports and exports volumes on India-USA lane

AAI to modernise 150 small airports to boost cargo ops

These airports, chosen by AAI from 400 airports across India, are underutilised, with initiative aiming to leverage existing aviation infrastructure, under direct instructions from government. Modernisation plan focuses on enhancing air cargo shipments that require fast and timely delivery amid disruptions.



CT Bureau

The Airports Authority of India (AAI) has selected 150 small airports and airstrips for modernisation to address the growing demand for air

The plan focuses on enhancing air cargo capabilities to support the shipment of pharma, textiles, electronics, and perishables

cargo and rising passenger traffic, according to the official reports published online. These airports, chosen from more than 400 across the country, are mostly underutilised, with the initiative aim-

ing to leverage the existing aviation infrastructure, under direct instructions from the government.

The selected airports include those in Aizawl, Kota, Muzaffarpur, Satna, Ziro, Jalgaon, Asansol, Malda, Jharsuguda, Khandwa, Panna, Raxaul, Vellore, Tezu, Agatti, Akola, Belgaum, Cooch-Ber-

har, Gaya, Gorakhpur, Hubli, Kolhapur, Kandla, Kullu, Pantnagar, and Rajamahendravaram, the report stated.

The modernisation plan focuses on enhancing air cargo capabilities to support the shipment of pharmaceuticals, textiles, electronics, and perishables—goods that require fast delivery amid

disruptions in traditional trade routes and geopolitical tensions. The AAI will be responsible for implementing the modernisation measures, which will include construction of longer runways, passenger amenities aligned with International Civil Aviation Organization (ICAO) standards, and integration of digital technologies.



Redefining global logistics through innovation

Amit Maheshwari, Founder & CEO highlights Softlink Global's leadership in revolutionising logistics with Logi-Sys, the Intelligent Cloud ERP Platform. He also discusses Softlink's latest AI-based innovations, talent-building initiatives to uplift the logistics industry, and the importance of embracing technology to drive growth and efficiency.



Logi-Sys is rapidly emerging as the leading global ERP system for logistics. There were many other industry players over the decades—how did you evolve and transform Softlink Global to the international position it is in right now?

Our journey to becoming a leading global ERP provider comes from our 3+ decades of deep domain expertise and

strong focus on innovation and customer success. We started by understanding the logistics industry's pain points and built solutions for them. I'm proud to say that we were the first company to create an online software for the industry. This is because we realized very early on that the industry needed a single-platform ERP - that is the future. We built from the ground up without external fundings, and today Softlink is in front of you - a strong product-based company and a trusted technology partner to thousands of businesses across the globe.

It is well-known that Softlink is the most dominant force in Indian customs clearing in the 21st century. To what factors would you attribute this success to? Is it because you have always prioritised customer compliance?

Having started my career as a customs broker and then a freight forwarder before moving on to this side where I provide tech solutions for them, I have always had the advantage of having a com-

The user-friendly interface simplifies the operations, thereby making it accessible to teams without extensive training

plete understanding of the customs landscape. I relied on my personal experience and expertise to develop comprehensive customs compliance solutions, which



began to see rapid adoption in the market. Mind you that this was a time when digitalization was highly resisted. We kept scaling, and soon enough captured the majority of the Indian market share and have been the undisputed leaders for more than 2 decades now. Every compliance, from ICEGATE to the recent SCMTR, is integrated in Logi-Sys at the earliest - everything is possible within our application.

Artificial Intelligence is the buzz these days - it has already started having a major influence on supply chain & logistics. Talk to us about your AI approach going forward, and particularly the 2 products ready to roll out - LogiTALK and LogiLENS.

We're taking a practical approach to AI integration with LogiTALK and LogiLENS. LogiTALK is our conversational AI assistant that helps users navigate through our platform, access information,

and perform tasks through natural language commands. Think of it as your personal assistant designed to enhance user experience and productivity. LogiLENS uses AI for advanced document processing and data extraction, significantly reducing manual work and errors. From AI to blockchain for secure data and document exchange to decision-making data analytics tools for managers, we are well-positioned to deliver the future in the hands of our customers, today.

How does Logi-Sys improve airline connectivity for its users, and what benefits does this bring to customers?

For airline connectivity, we have this system called Logi-CONNECT where we are integrated with 100++ airlines. Through this, our users have access to real-time air cargo bookings, live tracking, competitive rate comparisons - other features include carbon emission tracking, automated eAWB submissions, and instant and secure pay-



Amit Maheshwari, Founder and CEO, Softlink Global

ment processing. We have also partnered with IATA to roll out the ONE Record initiative for our customers, enabling standardized and seamless data exchange for air cargo operations

Note that these airline connectivity capabilities are a part of Logi-Sys, which is a much larger and comprehensive system for management. Through Logi-Sys, businesses can confidently manage every aspect of their logistics operations, ensuring scalability, efficiency, and adaptability to any challenge.

The logistics industry is in dire need of upskilling. While the government does its part, how is Softlink Global contributing to bridging the skills gap in India? Do shed light on your ongoing initiatives like Softlink Academy and LogiSPARK as well.

Recognising the critical need for upskilling in India's logistics sector, Softlink Global has launched targeted initiatives to bridge the skills gap. Under the Softlink Academy initiative, we offer LogiEXPERT, self-paced online learning courses to team members of our customers; then LogiLEARN, where we collaborate with top educational institutions to bridge the gap between theory and its practical application.

LogiSPARK is our talent acquisition program focused

“We kept scaling and captured the Indian marketshare and have been the undisputed leaders for 2 decades now.”

on sourcing and nurturing talent for the logistics industry. My aim with LogiSPARK is to urge brilliant young minds to explore the logistics and supply chain as a first career choice. This industry is where they can uncover solutions that hold the potential to change the world. Right now we are in collaboration talks with one of India's leading and most popular institutes for LogiSPARK.

Through these initiatives and more, Softlink Global is committed to developing a future-ready workforce, aligning with the government's efforts to enhance the industry's capabilities.

Supply chain & logistics industry is also understood as 'the backbone of the global economy'. With technology practically overtaking the sector, how do you see the next 5-10 years unfold on a global scale? What kind of role will tech providers like Softlink play?

The next decade will witness unprecedented technological



transformation in logistics. We'll see increased automation, AI-driven decision-making, and seamless integration throughout supply chains. Blockchain will enhance transparency, IoT will improve tracking and monitoring, and machine learning will enable predictive analytics. Technology providers like Softlink will play a crucial role as enablers of this transformation. Our responsibility will be to make these advanced technologies accessible and practical for businesses of all sizes. My focus is always on developing solutions that incorporate cutting-edge technology while remaining user-friendly and cost-effective.

A lot of forwarders and other LSPs are moving from disparate systems to Intelligent All-in-one solutions like Logi-Sys. What is it about Logi-Sys that makes it better than other solutions provided by other companies, for example, CargoWise?



Amit Maheshwari
Founder and CEO
Softlink Global

Logi-Sys stands out because it's designed for true flexibility, accessibility, and simplicity. Unlike solutions like CargoWise, which require specific hardware and complex remote desktop setups, Logi-Sys is platform-agnostic—you can access it from any device, even a smartphone. This enables forwarders and LSPs to work seamlessly from anywhere. Moreover, many solutions rely on disparate systems for ac-

counting, operations, CRM, and sales. In contrast, Logi-Sys is a truly all-in-one cloud platform that handles everything, right from when your data is entered till the customer is out. Our user interface is also quite simple compared to them. This means that teams are actually motivated to use the application to its full potential.

Forwarders and LSPs adopting Logi-Sys experience improved efficiency, streamlined processes, and the freedom to focus on business growth rather than technology constraints.

Softlink Global extends best-in-class customer support through an in-house team of domain experts. How would you describe this philosophy of consistently exceeding customer expectations?

Our customer support philosophy is built on three core principles: expertise, responsiveness, and proactivity. We maintain a 24x7 in-house team of domain experts who

understand both technology and logistics operations deeply. When customers reach out to us, they know that they are speaking with a team that truly understands their business challenges. Rather than waiting for problems to arise, we actively monitor systems, antici-

We do not just wait for problems to arise—we actively monitor systems, anticipate potential issues, and work to prevent them

pate potential issues, and work to prevent them. This proactive approach, combined with our commitment to rapid response times and personalized omnichannel support, helps us consistently exceed customer expectations.

As a logistics visionary credited with logistics digitalization, could you draw on your 35 years of experience and share words of advice with the logistics community at large, and the freight forwarding and customs segments in particular?

Thank you for the kind words. My advice to the entire logistics fraternity is to understand that there's no successful future without embracing technology. Once that mindset is built, then focus on choosing the right systems that will help you manage your operations and team, scaling your business to the next level.

Also invest in upskilling your teams to handle advanced technologies—this has become a necessity to remain competitive.

Lastly, prioritize your customer, always. Understanding and addressing customer pain points with tailored solutions will set you apart. Embrace change, never stop experimenting, and the future will belong to you. ✨





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India on its way to becoming logistics powerhouse?

Logistics and warehousing market with CAGR of 15.64% is projected to reach US\$ 34.99 billion by 2027. Unprecedented growth in warehousing sector is supported by govt's visionary initiatives such as PMGS and NLP boosting infra development, digital integration, standardisation and cost reduction.



Akash Tyagi

The Indian logistics and warehousing sector have emerged as the key growth driver for the country's economy in the past five years. The warehousing demand has eclipsed supply by 40 per cent in the past five years, which speaks eloquent as to how the industrial and warehousing sector has been evolving in the country. The H1 2024 results in the warehousing sector demonstrates

that the country is on the right path to achieve milestones in the sector in the next decade.

India's Grade A warehousing leasing breached the 20 million square feet mark in the H1 2024 and is projected to reach up to 45 million square feet this year-end. The first half of 2024 saw an eight per cent surge in warehousing and logistics absorption, standing at 16.6 million square feet in comparison to the corresponding period in 2023. Mumbai, Pune

The first half of 2024 saw an 8% surge in warehousing and logistics absorption, standing at 16.6 million square feet compared to 2023

and Bengaluru have contributed a larger chunk in the total

absorption. It is the industry's and government's responsibility to expand the warehousing space in tier II and III cities to maximise overall productivity in the sector.

Govt initiatives such as PMGS and NLP are poised to position India as a premier global warehousing and logistics hub. These initiatives have transformed India's logistics sector, by enhancing the multimodal linkage across India. This approach



ing that rely heavily on advanced infrastructure.

The PMGS wherein 16 Union ministries are involved includes various initiatives such as the government's goal to establish 35 MMLPs, economic zones, promotion of free trading zones, and the upgradation of customs station in the warehousing and logistics sector.

NLP has been initiated to address issues such as higher costs and inefficiency in the sector through a strategic framework. This policy has been implemented to enhance economic growth, provide employment opportunities and promote Indian products in the global market.

NLP has been initiated to address issues such as higher costs and inefficiency in the sector through a strategic framework

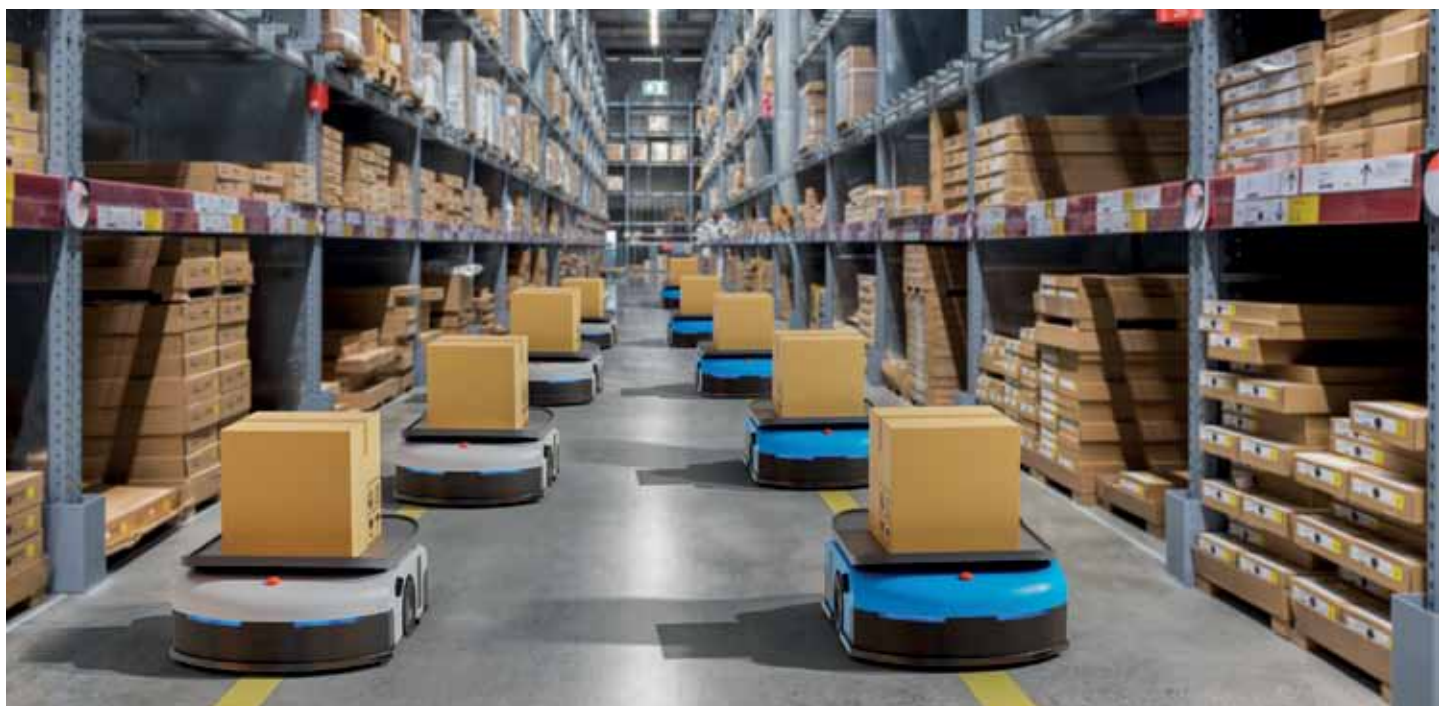
The NLP aims to reduce the logistics cost from 16 per cent of GDP to 8 per cent by 2030. By promoting the adoption of technologies such as Internet of Things and Artificial Intelligence, the policy aims to enable real-time tracking of goods and streamline operations. Driven by these

reforms, the sector is likely to attract investments of ₹1.5 trillion over the next five years.

The four major features of NLP involve Integration of Digital System, Unified Logistics Interface Platform, Ease of Logistics and System Improvement Group. The PMGS and NLP initiatives have boosted the warehousing sector and paved the way for consistent growth in the future with heavy investments in related infrastructure.

Therefore, **CGPIL** interacted with industry leaders for their insights on the role of government's initiatives in the upliftment of India's industrial and warehousing sector.

promises to enhance logistics efficiency, reduce transit times, and smoothen goods movement, especially valuable for industries such as cold chain logistics and warehousing.





Technology integration in logistics important

“ PMGS will boost manufacturing costs such as electronics, renewable energy and pharma. The plan focuses on enhancing infra and logistics. By improving transportation networks—such as roads, railways, and ports—we can reduce logistics costs and delivery times, thereby making manufacturing sector more competitive. Businesses will have an attractive proposition to set up warehouses in India, positioning India as a global manufacturing hub. NLP can help reduce logistics costs, which currently account for a substantial percentage of GDP. Another focus is the integration of technology and digital solutions into logistics operations.”



Vinet K Chadha
*Founder & MD,
 Combined Logistics
 Solutions*

Businesses to have attractive proposition to set up warehouses in the country

Grade ‘A’ warehouses enter tier II & III cities

“ The NLP aims to provide a unified policy environment and an integrated mechanism for developing the sector. The policy aims to reduce logistics costs from 13 to 14 per cent of GDP to below 10 per cent. Modal transition from road to rail through DFCs projects has potential to achieve the same. It emphasises standardisation of physical assets in warehousing, leading Grade ‘A’ warehousing to penetrate into tier II and III cities. The policy promotes development of digitally compliant spaces with in-house command centres for improving efficiency in logistics. It also aims to ease funding access.”



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

Digitally compliant spaces will improve efficiency in logistics

Development of logistics infra urgently needed

“ India ranks 38th in the LPI, lower than USA (17th) and China (19th) due to poor logistics infrastructure. The average speed on NHs is 30 to 35 kmph compared to 90 kmph in the USA. Similarly, service levels in Railways are lower as infra is limited. To achieve the target of US\$ 30 trillion GDP by 2047, the sector will need to grow four times in freight movement. Under PMGS, plans of infra development are being integrated using GIS-technology. They have planned to increase access-controlled highways to 50k km (12x), port capacity to 10k MTPA (4x), develop 21 greenfield airports, energy, mineral, cement railway corridors and 35 MMLPs for providing linkage to industrial nodes.”



Akash Singh
*Partner
 Kearney*

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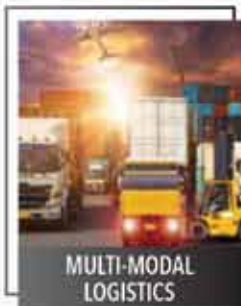
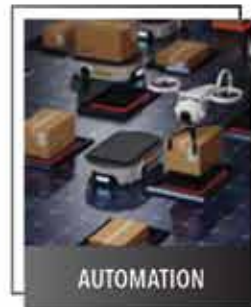


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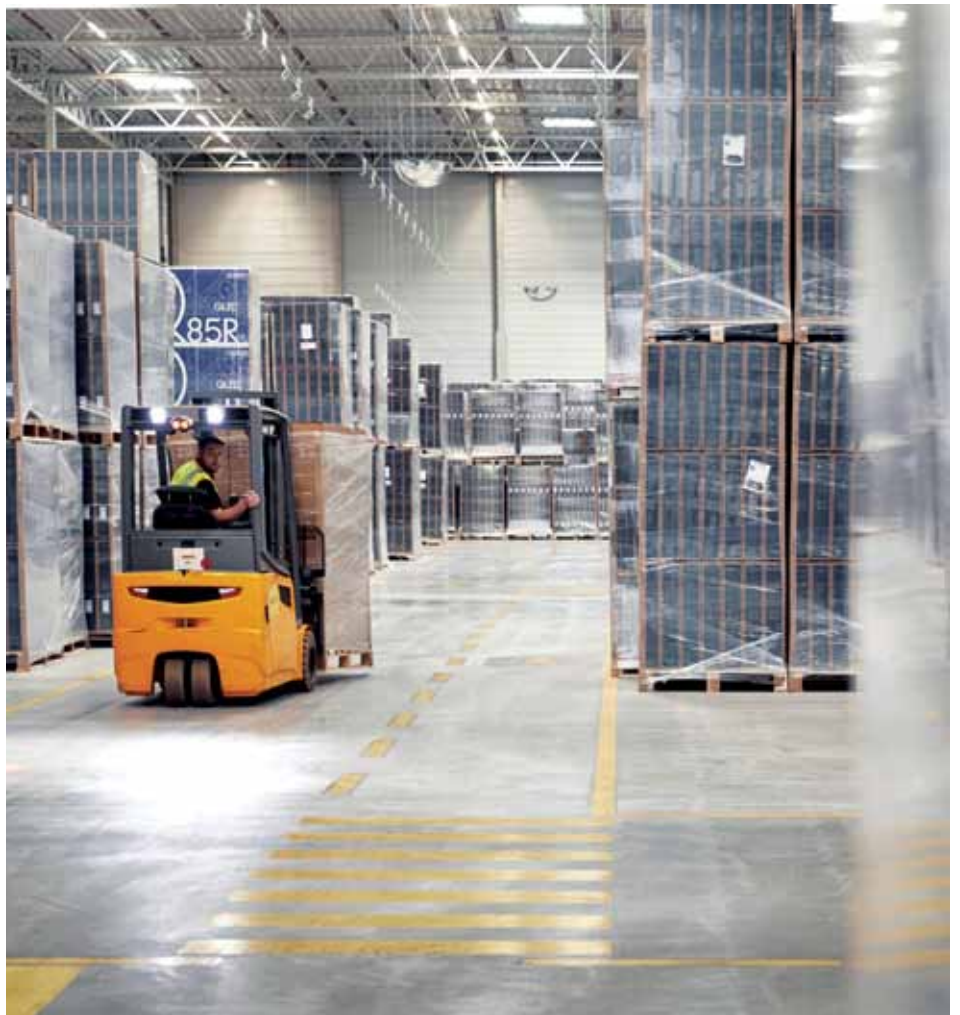
PMGS, NLP boost last-mile delivery, cut costs

“ PMGS and NLP have made strides in altering the sector, creating a sustainable logistics network. PMGSs’ vision for advancing multimodal logistics networks — encompassing rail, road, ports, and air—has enabled businesses to improve last-mile delivery, reduce costs and make transportation affordable. The NLP’s focus on sustainable growth will help in reducing CO₂ footprint, promote eco-friendly logistics, supporting broader environmental objectives. The policy stresses on digital transformation and enhances operational transparency, which will attract investors by consolidating approvals into a single window system.”



Aditi Kumar
Executive Director
TVS ILP

PMGSs’ vision for advancing multimodal networks has improved last-mile delivery



Road, rail options to make sector competitive

“ The PMGS promises to enhance logistics efficiency, reduce transit times, and ease goods movement, valuable for industries such as cold chain logistics and warehousing. The NLP is focused on optimising operational processes within the sector. By simplifying laws, fostering industry-specific skill development, technology supporting a technology-driven ecosystem, the NLP aims to streamline logistics ops and make crucial data accessible for operators. Together, PMGS’s infra focus and the NLP’s process improvements provide a strategy to modernise India’s logistics sector.”



Sunil Nair
CEO
Snowman Logistics

PMGS and NLP provide a strategy to modernise India’s logistics sector

Creating transport ecosystem to cut costs

“ The PMGS and the NLP are game changing initiatives that will elevate the efficiency and competitiveness of logistics sector. These initiatives align with KSH Logistics’ mission of creating end-to-end supply chain solutions. The PMGS focuses on creating a seamless transport ecosystem, that integrates road, rail, air, and waterways modes. This approach may decrease logistics costs, saving the industry ₹1.5 lakh crore annually. Improved linkage will reduce transit times by 20 to 30 per cent, allowing goods to reach their destinations faster and safely.”



Vinay Patil
VP, Business and Development, KSH Integrated Logistics

Improved connectivity will reduce transit times by 20 to 30 per cent

PMGS, NLP to make India global trade force

“ The PMGS and the NLP are poised to position India as a premier global warehousing and logistics hub. By accelerating infra development, streamlining supply chains, and fostering an interconnected logistics ecosystem, these initiatives will make India a force in global trade. We see the government’s focus in aligning with the industry’s shift towards automated warehousing solutions. This alignment has driven a growth in demand for high-performance equipment, maximising efficiency, safety, and adaptability. India is surely on its way to become a global warehousing powerhouse.”



Jinali Gandhi
Business Head, Global Growth & Expansion
Gandhi Automations

Govt’s focus will be on the shift towards automated warehousing solutions





Infra overhaul possible through PMGS, NLP

“The PMGS and the NLP represent a transformative approach, aiming to make India a global trade leader. PMGS, launched to streamline infra planning across ministries, integrates all key modes—road, rail, ports, and waterways—on a single digital platform, enhancing efficiency and connectivity. The plan has already improved planning for 27,000 km of railway tracks and 9,000 km of roads. This infrastructure overhaul reduces transit times and addresses costly bottlenecks, thereby providing faster delivery solutions. The NLP builds on this by driving efficiency, promoting digital innovation, and encouraging investment to optimise logistics.”



Sandeep Chadha
Founder & CEO,
Warehouser

The plan has improved 27,000 km of railway tracks and 9,000 km of roads



AT A GLANCE

- Warehousing demand has eclipsed supply by 40% in the past five years in the country.
- The H1 2024 demonstrate India is on the right path to achieve milestones in the sector.
- Govt initiatives such as PMGS and NLP are poised to position the country as a premier global warehousing and logistics hub.

PMGS to set up unified logistical network

“Indian logistics sector may undergo change thanks to PMGS and NLP, which aims to catapult the sector in the global arena. PMGS seeks to link means of transportation and establish a unified logistical network. This will increase efficiency, shorten transit times, and cut logistical expenses. The NLP, on the other hand, aims to streamline operations, promote digitisation, and cultivate trained labour. These initiatives will lower logistics costs and reduce them to 8 per cent, in line with global standards. The emphasis on developing infra to save ₹2.4 trillion to ₹4.8 trillion in logistical expenses annually. For organisations, this means lower costs, supply chain visibility among others.”



Arshdeep Mundi
Executive Director,
Jujhar Group

The NLP has an objective to streamline operations & promote digitisation

Resilience, sustainability to drive future logistics growth

Logistics industry is experiencing transformative shift driven by green logistics, automation, and emerging digital tech, which are redefining how goods move through supply chains and creating sustainable logistics models. In 2025, trends are likely to shape this evolution and delivering efficiency.



Digital transformation is at the forefront of logistics innovation, with automation and Artificial Intelligence (AI) leading the charge. Automated systems, such as pick-to-light setups and autonomous mobile robots, are optimising workflows in warehouses and distribution centres. AI-driven computer vision, which enables in-

“AI-driven vision enables intelligent visual recognition and decision-making to transform supply chain operations.”

telligent visual recognition and decision-making, is poised to revolutionise supply chain operations by enhancing efficiency, safety, and sustainability. This increases speed and accuracy in logistics processes impacting customer satisfac-

tion by reducing delivery times and improving reliability.

LAST-MILE INNOVATION

The growth of e-commerce heightens demand for rapid, flexible last-mile solutions. Innovations in last-mile logistics software enable features such as real-time route updates and electronic proof of delivery, boost transparency and flexibility. In today's competitive landscape, meeting these evolving customer expectations in last-mile delivery (LMD) is critical for maintaining loyalty and satisfaction.

IoT technologies have brought a new level of visibility to the logistics sector, enabling real-time asset tracking from the warehouse to the customer's doorstep. IoT-driven tracking is valuable for temperature-sensitive goods, where real-time monitoring ensures quality is maintained through every stage of the journey. Sensors and GPS devices embedded in ship-

ments facilitate proactive responses to any issues, further supporting customer needs for timely updates and minimal disruptions.

DIGITAL TWIN TECH

As demand for cross-border shipping rises, logistics providers are expanding their reach through strategic investments in air cargo and multimodal transportation solutions. Digital Twin technology—virtual models that mirror real-time conditions of physical assets—enhances operational efficiency by offering data-driven insights that optimize routes and streamline supply chain complexities. Next-generation connectivity will also be pivotal in enabling the seamless integration of IoT, automation, and Digital Twins into logistics networks, fostering more interconnected, efficient, and responsive global supply chains.

Automation, AI, and remote work are reshaping the logistics workforce. Companies are prioritising

future-ready training and technological investments to equip employees for this evolving landscape, with an emphasis on safety, sustainability, and agility. These enhancements improve operational reliability and, by extension, customer service, positioning logistics providers to deliver faster, more dependable solutions that cater to a dynamic market.

GREEN LOGISTICS

The urgency for sustainability in logistics has never been greater, as the industry strives to reduce its environmental impact. Logistics contributes to global emissions, motivating firms to adopt green practices. Blue Dart is committed to becoming 'Green Logistics Partner of Choice' guided by a sustainability roadmap aimed at net zero. Our fleet includes 637 EVs, reducing emissions by 15.05 tonnes monthly. We plant 111,000 trees annually and invest in sustainable packaging to advance eco-friendly logistics framework. These initiatives reflect our dedication to operational efficiency and address sustainability needs.



Dipanjan Banerjee
CCO
Blue Dart

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

11% growth of international belly capacity: IATA

Capacity, measured in ACTKs rose by 6.4%, while September performance brought good news for air cargo market. Volumes continued to mark all-time highs for demand with yields improved by 11.7% on 2023 and 50% above 2019 levels. All this points to a strong finish for this year, says **Willie Walsh, DG, IATA.**



CT Bureau

In its released data for September 2024, IATA has stated global air cargo markets showed continuing strong annual growth in demand. Total demand, measured in cargo tonne-kilometres (CTKs), rose by 9.4 per cent compared to September 2023 levels (10.5% for international operations) for the 14th consecutive month. Cargo capacity, measured in available cargo tonne-kilometres (ACTKs), increased by 6.4 per cent compared to September 2023 (8.1% for international operations).

This continued to be largely related to the growth in global belly capacity, which rose 10.3 per cent—extend-



Willie Walsh
Director General
IATA

ing the trend of double-digit annual capacity growth to 41 consecutive months.

“The strong performance in September brought continued good news for air cargo

“With 9.4% year-on-year growth, cargo volumes continued to mark an all-time high for cargo demand.”

markets. With 9.4 per cent year-on-year growth, cargo volumes continued to mark an all-time high for demand. Yields are also improving, up 11.7 per cent in 2023 and 50 per cent above 2019 levels. All this points to a strong finish this year. For longer-term trends, the air cargo world will be closely following the outcome of the elections in

USA for indications of how its trade policy will evolve,” Willie Walsh, Director General, IATA, said.

Several factors in the operating environment should be noted:

Industrial production rose 1.6 per cent year-on-year, while global goods trade increased 2.8 per cent for a sixth consecutive month of growth. Monthly trade grew by 1.4 per cent, the highest in seven months. Purchasing Managers Index (PMIs) for global manufacturing output, and the PMI for new export orders, were both below the 50-mark at 49.4 and 47.5 respectively, indicating contraction. Headline inflation in the USA, based on the annual Consumer Price



Index (CPI), declined by 0.2 percentage points to 2.4 per cent in September, marking the seventh straight month of easing inflation. In the same month, the inflation rate in the EU fell by 0.3 percentage points to 2.1 per cent, continuing a process started in January 2023. China's consumer inflation remained low at 0.4 per cent in the month of September amid concerns of an economic slowdown.

SEPTEMBER REGIONAL PERFORMANCE

❖ Asia-Pacific airlines saw 11.7 per cent year-on-year growth in cargo demand in September, while cargo capac-



Air cargo market in detail					
	World Share*1	September 2024 (%year-on-year)			
		CTK %	ACTK %	CLF (%-pt) *2	CLF (level) *3
Total Market	100	9.4	6.4	1.3	45.6
Africa	2.0	1.7	13.9	-4.7	39.2
Asia Pacific	33.3	11.7	8.5	1.4	48.5
Europe	21.4	11.7	7.5	1.9	52.5
Latin America	2.8	20.9	7.9	3.9	36.8
Middle East	13.5	10.1	2.9	3.1	47.4
North America	26.9	3.8	4.2	-0.1	38.9

(*1) % of industry CTKs in 2023 (*2) Year-on-year change in load factor (*3) Load factor level

FACT FILE

- The strong performance in September brought continued good news for the global air cargo markets.
- PMI for global manufacturing output, and PMI for new export orders, were below the 50-mark at 49.4 and 47.5, respectively.

❖ African airlines saw 1.7 per cent YOY demand growth in September, the slowest among regions. September capacity rose by 13.9 per cent YOY.

Trade lane growth: International routes experienced exceptional traffic levels for a fifth month, with a 10.5 per cent year-on-year increase in September. The airlines are benefiting from rising e-commerce demand in the USA and Europe amid ongoing capacity limits in ocean shipping.



ity increased by 8.5 per cent year-on-year.

❖ North American carriers saw 3.8 per cent year-on-year demand growth for air cargo in September. Capacity increased by 4.2 per cent year-on-year

❖ European carriers saw 11.7 per cent year-on-year demand growth for air cargo in September. Capacity increased 7.5 per cent year-on-year

❖ Carriers in the Middle East saw region witnessed 10.1 per cent year-on-year demand growth for air cargo in September. Capacity increased 2.9 per cent year-on-year

❖ Latin American carriers saw 20.9 per cent year-on-year demand growth for air cargo in September, the strongest growth among the regions. Capacity increased 7.9 per cent year-on-year



Air cargo demand to record double-digit growth in 2024: Xeneta

Frequency and diversity of disruptions coming the way of the global air cargo industry in this year means 2024 could have been quite messy, but the industry has found a way to navigate these challenges. Now we see more emphasis on maintaining relationships, says **Niall van de Wouw, Chief Airfreight Officer, Xeneta.**



Not even zero growth in November and December can disrupt the global air cargo market from landing a year of unexpected double-digit demand growth in 2024. Healthy volumes of 11 per cent in October and spot rates up by 19 per cent year-on-year reflected the growing maturity and balance among buyers and sellers of air cargo capacity, according to the latest market data by Xeneta.

A year of constant, unexpected disruptions outside of the industry's control, which began with a growth forecast as per October 2023 of 1 to 2 per cent for the full 2024, is now on course to end on a high in terms of demand. Such



Niall van de Wouw
Chief Airfreight Officer
Xeneta

conditions traditionally result in winners and losers, but lessons learnt and applied by stakeholders such as shippers, freight forwarders, and airlines "shows that the air cargo industry is at its best," Niall van de Wouw, Chief Airfreight Officer, Xeneta, exclaimed.

"The frequency and diversity of 'storms' coming the way of the air cargo industry in 2024 means this year could have been quite messy, but the industry has found a way to navigate these challenges. This shows the prep work has paid off as well as the flexibility shown in the industry. We see more emphasis on maintaining relationships than squeezing the last dime of revenue," he said.

While October's global air cargo spot rates continued to stay elevated—averaging US\$ 2.68 per kg and just a few cents below 2023's peak season high—the growth momentum slowed down from 25 per cent in September, due mostly to a high comparison base in October 2023. In terms of the month-on-month trend, Oc-

tober's spot rate was relatively flat compared to September.

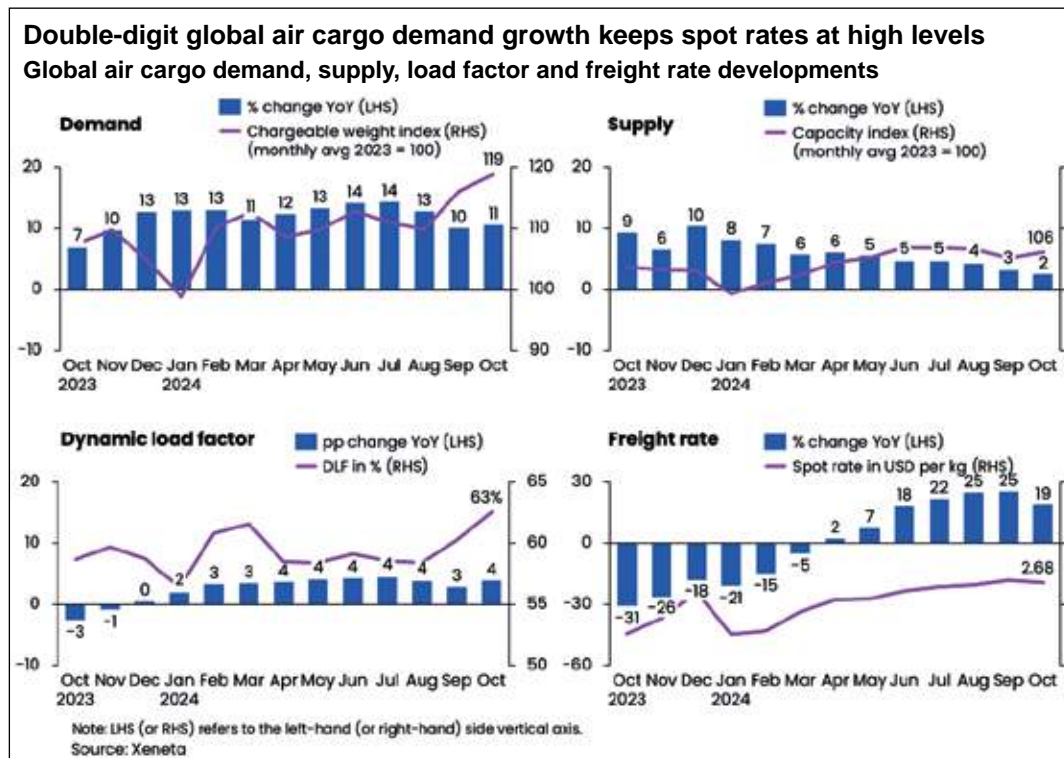
The elevated year-on-year growth spot rate was supported by continued double-digit growth (+11%) in global demand, measured in chargeable weight. In comparison, global cargo capacity supply edged up only 2 per cent year-on-year.

“Shifting capacity to Asia from the Americas also triggered freight rate increases in secondary corridors.”

This supply and demand imbalance pushed the dynamic load factor up 4 percentage points to 63 per cent in October. Dynamic load factor is Xeneta's measurement of capacity utilisation based on volume and weight of cargo flown alongside available capacity.

Zooming into the corridor level, Europe to North America saw the largest month-on-month volume increase of 11 per cent. The return leg also saw a 10 per cent month-on-month increase as shippers and forwarders took precautionary measures to lessen the impact of the three-day strike by dockworkers at USA East Coast and Gulf Coast ports.

A quicker-than-expected resolution to this industrial action, however, saw the positive impact of the strike on air cargo volumes ebb away after

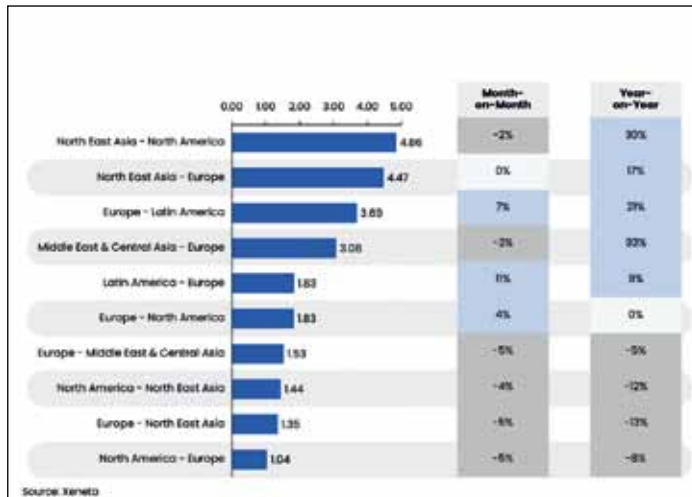


reaching a peak in the week ending 20 October. Nonetheless, the rise in this corridor's air cargo rates is likely to continue after airlines reduced cargo capacity at the end of the month to mark the start of winter schedules.

Capacity traditionally shifts to corridors generating higher revenues, which leads to a more balanced air cargo supply and demand. As a result, spot rates from Northeast Asia to North America, a top fronthaul corridor, stayed relatively flat month-on-month—in part due to a cooling down after a September boost caused by extreme weather disruptions and China's Golden Week holidays.

Similarly, the Northeast Asia to Europe market stayed flat compared to a month ago. Despite several cancelled passenger flights between Europe and China due to uncompetitive routings, the corridor's air cargo capacity still rose due to increased freighter capacity. This influx of capacity contributed to a decline in backhaul spot rates both month-on-month and year-on-year.

Shifting capacity to Asia from the Americas market also



triggered freight rate increases in secondary corridors. Spot rates ex South America to Europe and its return leg rose by high single digits or double-digits month-on-month.

Middle East and Central Asia to Europe spot rates ticked down 3 per cent month-on-month. Contributing factors included the easing of civil unrest in Bangladesh and subsiding weather disruptions.

“What we are seeing in the market is a complimented to the increasing ability of shippers, freight forwarders, and airlines to manage disruptions and process these kinds of vol-

umes without as much drama around spiralling rates. Over the long-term, this is better for everybody,” van de Wouw said.

“There is a maturity in the market, which stems from airlines being better prepared this year as well as there being clearer rules in place between shippers and forwarders, and forwarders and airlines. This is good for relationships—and good for consumers. Rates are still elevated versus a year ago, but despite strong demand, rising load factor, and only a modest increase in supply, they are not going crazy. Lessons have been learned and people are looking for healthy,

reasonable rates on both sides. “This puts air cargo demand safely on course to report double-digit growth in 2024, and not even zero growth in November or December is going to disrupt this,” he added. The next level of market maturity, van de Wouw said, will be indexing between the shippers and the freight forwarders using a neutral third-party source to adjust rates through the duration of their contracts.

“Indexing will benefit all parties concerned and create confidence to enter long-term contracts. It is a natural next step in a market that is clearly seeing greater balance from better preparedness,” van de Wouw added.

FACT FILE

- ➔ Healthy volumes of 11% in October and spot rates up by 19% YOY reflect the maturity and balance among buyers and sellers of capacity.
- ➔ The Middle East and Central Asia to Europe spot rates ticked down 3 per cent month-on-month.





Cochin airport to get new cargo terminal, logistics park soon

Cochin International Airport (CIAL) is all set to have new cargo terminal with modern ground handling facilities and MMLP. Work is in progress to expand cold storage and warehouse capacities, and implement new technologies to enhance efficiency, says **Sajith D, Assistant General Manager, Cargo, CIAL**.

 Akash Tyagi

In 2024, the airport handled 59,000 MT of freight despite challenges in the sector. What was your strategy?

Our strategy focuses on agile operational adjustments and coordination between stakeholders to mitigate disruptions. We optimised cargo flow, prioritised perishables and time-sensitive shipments, and reduced delays. Cochin airport leveraged its regional network to maintain timely linkage for domestic and global shipments. Our customer-centric approach included efficient cargo tracking and digital

documentation to streamline operations, even during peak demand. In FY 2023-24, the airport handled 63,642.3 MT of cargo—internationally 48,236.6 MT and domestic 15,405.7 MT.

CIAL announced a 3-year development plan with investments of Rs 1,000 crore. How do you plan to upgrade cargo infra?

Our plan includes building a new export cargo terminal with modern handling facilities and establishing a logistics cargo park on a 10-acre area, alongside a mini cargo station. We are expanding cold storage, increasing warehouse capacity, and implementing

HIGHLIGHTS

- We operate 25k sq. ft. centre for perishable cargo with a capacity up to 25k MT per annum. Our dry cargo facility has an annual capacity of 50k MT, with plans to double capacity to 1 lakh MT.
- We plan to build new export cargo terminal and a logistics cargo park on a 10-acre area, alongside a mini cargo station. The expansion is likely to be completed by 2029.

automated handling systems to enhance efficiency. The expansion is likely to be completed by 2029. This approach will elevate the airport's cargo operations to global standards,

combining sustainability with technology. The cargo park and new terminal will attract more exporters from South India, strengthening our role as a key export hub. We plan to

integrate digital and AI-based systems to accelerate handling and improve operational transparency.

Can you provide a brief on the export and import cargo profiles at the airport?

CIAL has dedicated handling facilities for export cargo, import cargo, domestic cargo, and transshipment cargo. Export cargo includes perishables, which require rapid processing due to time and temperature sensitivity. General export cargo includes garments, spices, engineering products, and electronics. Import cargo comprises commercial goods, baggage, and courier items. Our proximity to industrial hubs such as Coimbatore and Tirupur among others enables us to handle exports such as fresh produce and textiles, while imports feature high-value items such as electronics and medical equipment.

What is the significance of PMGS and NLP in enhancing India's cargo sector?

These policies contribute to reducing logistical bottlenecks, enhancing multimodal connectivity, and supporting infrastructure growth. For Cochin, they facilitate smooth cargo flow and position us as a vital logistics hub for national and global trade. These ini-

tatives align with the airport's commitment to becoming a logistics and cargo hub for south India. The multimodal transport and linkage support provided by PMGS is vital for our plans to integrate road and rail links directly to the airport's cargo terminals.

What infrastructure does the airport have for handling perishables and pharma?

We operate 25,000-square feet centre for perishable cargo with a capacity to handle up to 25,000 MT per annum. Our dry cargo facility has an annual capacity of 50,000 MT, with expansion plans to double capacity to 1 lakh MT. For perishables, the airport has dedicated cold storage zones with real-time temperature monitoring and backup systems. We also facilitate fast-track customs clearance to minimise storage time and maintain quality throughout the handling process.

Give us details about freighter operations, including frequency and types of cargo handled?

Currently, the Cochin airport does not have a dedicated freighter service. However, under the new Open Sky Policy, we are working to establish freighters to enable us to handle a variety of cargo, includ-



Sajith D
Assistant General Manager
– Cargo, CIAL

“We are exploring partnerships with airlines and logistics firms to have direct linkage to major European markets.”

ing perishables, textiles, electronics, spices, and industrial goods. We are also exploring partnerships with logistics companies and airlines to have direct cargo connectivity with major European markets.

Do you believe the revised Open Sky policy will help India grow in the air cargo sector?

The revised Open Sky Policy has the potential to enhance India's global connectivity in air cargo. Although the airport currently lacks freighters, we are work-

ing in that direction. This will expand our handling capacity and position us as a key gateway for global freight, supporting India's vision for the air cargo sector. The policy aligns with our goal to establish dedicated freighters, providing seamless connections for south Indian exports to global markets.

What are the challenges in handling cargo at the airport?

While we have streamlined most operations, challenges remain with customs processing times during peak hours and managing high volumes. Our ongoing investments aim to address these particular bottlenecks and optimise our handling capabilities.

What is the airport's vision on net zero emissions?

We are proud to be the world's first fully solar-powered airport, producing more power than needed and selling the surplus to Kerala State Electricity Board. This initiative is central to our sustainability efforts. We also plan to explore hydrogen production as part of our net zero goal. Beyond solar, we are looking into energy-efficient EGVs to minimise our CO₂ footprint. Our vision includes creating green spaces and afforestation around the cargo facilities to enhance our environmental impact. 🌱



Rice exports increased in October 2024

Trade: Export

Sl. No.	Commodities	Values in Million USD				% Change	
		OCT '23	APR '23- OCT '23	OCT '24	APR '24- OCT '24	OCT '24	APR '24- OCT '24
1	Tea	75.88	463.67	82.94	525.96	9.30	13.43
2	Coffee	86.88	718.08	115.01	1047.05	32.38	45.81
3	Rice	565.65	5862.23	1050.93	6171.37	85.79	5.27
4	Other cereals	24.94	404.29	20.79	120.94	-16.65	-70.09
5	Tobacco	151.56	861.16	203.55	1189.28	34.30	38.10
6	Spices	293.53	2243.23	384.24	2476.50	30.91	10.40
7	Cashew	25.87	183.43	27.74	166.32	7.22	-9.33
8	Oil meals	107.76	893.78	106.76	802.05	-0.93	-10.26
9	Oil seeds	120.30	774.53	123.49	751.54	2.65	-2.97
10	Fruits & vegetables	277.25	1886.13	321.36	2014.50	15.91	6.81
11	Cereal preparations & miscellaneous processed items	245.77	1636.01	278.58	1818.71	13.35	11.17
12	Marine products	779.09	4582.97	809.35	4193.87	3.88	-8.49
13	Meat, dairy & poultry products	414.61	2506.25	446.58	2685.85	7.71	7.17
14	Iron ore	211.25	1714.30	148.03	1237.31	-29.93	-27.82
15	Mica, coal & other ores, minerals, including processed minerals	350.65	2652.53	438.31	2691.78	25.00	1.48
16	Leather & leather products	332.07	2568.50	373.03	2608.28	12.33	1.55
17	Ceramic products & glassware	380.60	2609.44	357.49	2337.16	-6.07	-10.43
18	Gems & jewellery	2986.34	18605.13	3248.33	17166.92	8.77	-7.73
19	Drugs & pharmaceuticals	2424.47	15787.40	2623.45	17045.85	8.21	7.97
20	Organic & inorganic chemicals	2139.02	15631.21	2724.06	16834.75	27.35	7.70
21	Engineering goods	8078.48	61499.68	11258.85	67485.95	39.37	9.73
22	Electronic goods	2357.61	15419.91	3434.80	19074.73	45.69	23.70
23	Cotton yarn/fabs./made-ups, handloom products etc.	977.49	6877.25	1045.57	6991.09	6.97	1.66
24	Man-made yarn/fabs./made-ups e tc.	388.01	2724.26	438.03	2843.12	12.89	4.36
25	RMG of all textiles	908.78	7825.22	1227.44	8732.56	35.06	11.60
26	Jute mfg, including floor covering	23.96	209.10	32.82	212.21	37.00	1.49
27	Carpet	125.69	795.04	146.79	892.51	16.78	12.26
28	Handicrafts, excl. handmade carpet	128.70	920.69	170.74	1049.51	32.66	13.99
29	Petroleum products	5884.66	47631.30	4585.90	40942.79	-22.07	-14.04
30	Plastic & linoleum	654.87	4562.49	807.43	5218.02	23.30	14.37
	Sub-Total	31521.73	231049.21	37032.39	237328.47	17.48	2.72
	GRAND TOTAL	33433.54	244512.95	39195.55	252282.94	17.23	3.18

Note 1: Exports include Re-Exports.

Note 2: The figures for OCTOBER 2024 are provisional. Note 3: Grand total is inclusive of component 'Other

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

Cotton raw & waste imports increased in October 2024

Trade: Import

Sl. No.	Commodities	Values in Million USD				% Change	
		OCT '23	APR '23- OCT '23	OCT '24	APR '24- OCT '24	OCT '24	APR '24- OCT '24
1	Cotton raw & waste	36.68	438.73	127.71	605.10	248.15	37.92
2	Vegetable oil	1016.24	9525.01	1533.87	10318.30	50.94	8.33
3	Pulses	434.60	1699.83	600.01	2787.42	38.06	63.98
4	Fruits & vegetables	324.91	1550.01	330.01	1733.48	1.57	11.84
5	Pulp and waste paper	149.89	1116.03	233.65	1240.56	55.88	11.16
6	Textile yarn fabric, made-up articles	215.58	1353.14	234.56	1407.04	8.81	3.98
7	Fertilisers, crude & manufactured	1377.13	6718.66	1322.25	5613.61	-3.99	-16.45
8	Sulphur & unroasted iron pyrites	23.87	131.29	38.38	143.39	60.81	9.22
9	Metaliferrous ores & other minerals	814.06	5495.78	1062.07	6261.06	30.47	13.92
10	Coal, coke & briquettes, etc.	3285.79	22469.33	2354.68	19762.19	-28.34	-12.05
11	Petroleum, crude & products	16142.91	100098.43	18297.12	107157.84	13.34	7.05
12	Wood & wood products	530.55	3769.59	656.23	4035.28	23.69	7.05
13	Leather & leather products	80.80	555.52	65.12	614.04	-19.41	10.53
14	Organic & inorganic chemicals	2423.05	16394.41	2389.26	17167.26	-1.39	4.71
15	Dyeing/tanning/colouring materials	358.41	3382.10	380.96	2596.67	6.29	-23.22
16	Artificial resins, plastic materials, etc.	1926.24	13557.07	2047.90	13652.99	6.32	0.71
17	Chemical material & products	918.67	8588.17	1053.38	6825.40	14.66	-20.53
18	Newsprint	46.01	288.83	38.26	281.13	-16.85	-2.66
19	Pearls, precious & semi-precious stones	1949.37	14234.51	1375.12	11010.76	-29.46	-22.65
20	Iron & steel	2139.24	13213.29	2154.75	13417.11	0.73	1.54
21	Non-ferrous metals	1850.90	12830.10	2334.77	15222.46	26.14	18.65
22	Machine tools	453.35	2722.50	469.66	3185.47	3.60	17.01
23	Machinery, electrical & non-electrical	4261.24	28726.31	4631.62	30613.50	8.69	6.57
24	Transport equipment	2556.80	15959.18	2254.63	17520.29	-11.82	9.78
25	Project goods	36.90	655.13	34.63	628.63	-6.16	-4.04
26	Professional instrument, optical goods, among others	632.74	4332.52	739.07	4768.22	16.80	10.06
27	Electronic goods	7821.14	51330.25	8352.73	56297.99	6.80	9.68
28	Medicinal & pharmaceutical products	729.79	4805.09	789.98	5085.70	8.25	5.84
29	Gold	7229.94	29480.23	7126.55	34223.77	-1.43	16.09
30	Silver	1314.09	1794.73	331.69	2621.54	-74.76	46.07
	Sub-Total	61080.89	377215.79	63360.61	396798.19	3.73	5.19
	GRAND TOTAL	63862.25	394178.19	66337.72	416934.79	3.88	5.77

Note 1: Imports include Re-Imports.

Note 2: The figures for AUGUST 2024 are provisional.

Note 3: Grand total is inclusive of component 'Other'.

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

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TIACA brings global air cargo experts to ACF 2024

TIACA organised Air Cargo Forum from 11 to 14 November in Miami, Florida, the USA. The event brought together air cargo representatives to discuss, debate and network. The event drew 3,500 delegates from 80 countries across the globe to discuss issues affecting the industry.

The event covered insightful topics such as airports, regulatory and business challenges, creating new opportunities, network expansion, digital innovation, people in the workplace, pharma, sustainability and the

The four-day event featured 300 booths from trucking, ULDs, IT companies, airports and airlines

air cargo outlook. The four-day event featured over 300 booths from trucking, ULDs, IT companies, airports and airlines. Plenty of networking opportunities with new event



features like the golf tournament, sunrise yoga sessions, evening receptions and a F2Fmeeting scheduler connected delegates in fun and personal ways. The forum featured a main stage as well as the air cargo spotlight stage which allowed the

industry to feature their developments on the tradeshow floor. "The Air Cargo Forum has once again proved itself to be a must attend event.

The Board developed a set of key principles that TIACA events needed to meet,

and the team delivered. We are very pleased that this event has set such a high bar for future ACFs. We look forward to continuing to grow and develop this brand as the premier global event of the industry." Steven Polmans, Chair, TIACA.





India's Open Sky Policy to strengthen route structure

Recent trade pacts between India and the UAE have an advantage in clearing customs and quick movement of air freight. For Sky One, such agreements provide new corridors, strengthen links and enhance JIT delivery, improving operational efficiencies, says **Jaideep Mirchandani, Group Chairman, Sky One.**



CT Bureau

As the global air cargo is moving towards recovery, how do you forecast its impact on India?

The cargo market is likely to witness growth along the lines of the recovering global sector. The biggest factor is, perhaps, the increase in the reach of e-commerce activity beyond the metros. This has propelled the industry to spruce up infrastructure and explore new routes. Initiatives such as PMGS have led to the growth of regional connectivity. Sky One foresees various possibilities in pharma, farm and manufacturing industries.

government, trade associations, and industry partners in India. We focus on offering tailored cargo solutions for Indian exporters and by participating in international trade shows and expanding our network of strategic partnerships, we have enhanced connectivity between India and global markets.

Can you give a brief about Sky One's freighter ops. What kind of cargo is being handled?

Sky One freighter operations are managed to provide dependable air cargo solutions. We carry perishables, pharma, cars, industrial equipment, dry



Jaideep Mirchandani
Group Chairman
Sky One

manage them without digitisation and automation. New development has been brought in the industry through IoT, computer programmes for route optimisation, blockchain technology for supply

What is the impact of inter-country trade pacts on streamlining global supply chain?

Trade agreements are helpful in removing non-tariff barriers, enabling low taxation and facilitating foreign operations. The recent FTAs such as the one between India and the UAE, which speak of clearing

“Air cargo ops have been redefined. One cannot manage them without digitisation and automation.”



Considering India's standing as a geographical trade centre, we believe air cargo traffic will grow on the backs of exports and imports.

What measures were taken by Sky One to strengthen foreign trade ties in India?

Sky One, due to its base in the UAE, has good ties with the

cargo, and emergency relief supplies. Also, we are engaged in transporting temperature-controlled cargo, including critical supplies as well as aircraft parts and live animals.

Do you think advanced tech has become the need of the hour?


Cargo operations have been redefined, and one cannot

chain transparency. Such innovations are sought by the Sky One in a bid to normalise tracking, sustain efficiency levels and cut down delays.

Some of our operations, across various independent business units, are integrating automated systems for handling of containerised cargo and employing predictive maintenance to simplify operations.

customs and ensuring quick air cargo movement, have given Sky One new corridors, enhanced JIT delivery, improved operational efficiencies. India's Open Skies policy will give the airlines greater scope to fortify their route structure and reduce dead links.

What is Sky One's vision in supporting sustainability in the cargo sector?

At Sky One, we are implementing eco-friendly flight planning to reduce emissions and collaborating with ecological airports and promoting strategies on land. The UAE govt's policy states that by 2031, locally produced SAF must represent 1 per cent of the fuel used by airlines at its airports. We are working towards implementing SAF along with suppliers working on loading optimisation for fuel efficiency. 

India's land ports set to unlock new trade potential, connectivity

Kale Logistics Solutions plays vital role in digital transformation of land ports. They serve as vital gateways for trade, facilitating economic growth and regional connectivity. Their efficiency has often been hindered by manual processes and infrastructure bottlenecks. Digitisation is now revolutionising this sector.

On 26 November 2024, the Land Ports Authority of India (LPAI) launched the Land Port Management System (LPMS) called VINIMAY at the Integrated Check-post (ICP) in Agartala, a critical border facility with Bangladesh. This milestone marks a major step toward digitising India's land port operations. The system is developed by Kale Logistics Solutions to facilitate smooth exchange of information, goods and passengers between India and its neighbouring countries.

STREAMLINING TRADE

The LPMS is designed to integrate and automate various operational processes within India's 11 land ports. It focuses on cargo handling, customs documentation, and passenger clearance. These advancements will reduce manual intervention, minimising errors and delays. For instance, real-

Digitisation brings transparency to land port operations, ensuring processes are traceable and compliant with global trade

time tracking of cargo and vehicles, coupled with automated document verification, ensures quicker processing and better resource utilisation. The LPMS will enhance its ability to manage increasing demands while maintaining high standards of efficiency and security.



ENHANCING TRANSPARENCY

Digitisation brings transparency to land port operations, ensuring processes are traceable and compliant with international trade and security standards. The ICPs has e-gates for faster immigration checks, automated cargo scanning and digital payment systems for duties and fee thereby enabling seamless information sharing and coordination for border management.

This transformation aligns with the country's commitment to adopting global best practices in border manage-

ment, fostering trust among trading partners, and promoting ease of doing business.

REGIONAL CONNECTIVITY

India's land ports play a crucial role in regional trade integration. Agartala ICP, for example, facilitates trade between India's Northeast and Bangladesh, contributing to economic growth in both regions. The LPMS strengthens these connections by reducing operational inefficiencies and lowering trade costs.

ECONOMIC GROWTH

In financial year 2022-2023, the land ports facilitated trade

worth ₹76,000 crore, underscoring their significance in Indian economy. Digitisation, through initiatives such | as the PMS ensures land ports can handle larger volumes of trade with increased speed and accuracy.

BLUEPRINT FOR FUTURE

The launch of the LPMS at Agartala ICP represents a forward-looking approach to modernising India's land ports. As digitisation scales across the country, it will redefine border management, making India's trade and transit systems more efficient, secure, and globally competitive.

SLS Accelerate 2024 focuses on empowering SMBs

Skyways Group recently organised SLS Accelerate 2024, an industry-defining event aimed at empowering small and medium-sized business partners, mainly forwarders, custom brokers and MSMEs. The event was held in New Delhi on 14 and 15 November, which witnessed convergence of 600 business partners.





Redefining loading bay ops with dock leveler solutions

Designed to meet EN 1398 standards, dock levelers are engineered for most demanding environments. It features an MS almond-shaped anti-slip checkered plate, with 12+2 mm thickness, providing enhanced durability and safety. All dock levelers can be interlocked with existing doors and vehicle restraint systems.



Gandhi Automations offers innovative dock levelers play a crucial role in enhancing the efficiency and safety of loading and unloading operations. It offers electro-hydraulic, pneumatic, and mechanical dock levelers, each designed to ensure fast,

It offers electro-hydraulic, pneumatic, dock levelers, each designed to ensure smooth, and safe performance

smooth, and safe transitions between vehicles and loading bays. Designed to meet EN 1398 standards, dock levelers are engineered for the most demanding environments.

The platform surface features an MS almond-shaped anti-slip checkered plate, with a robust 12+2 mm thickness, providing enhanced durability



and safety for optimal performance. Available in capacities of 6, 9, and 12 tonnes, our dock levelers are versatile enough to meet a wide range of operational needs.

To meet diverse loading needs, it provides a comprehensive range of dock levelers:

Radius Lip Dock Levelers: Available in various sizes and capacities, our Radius Lip Dock Levelers con-

nect the dock with the truck bed, facilitating easy drive-on and drive-off operations for forklifts and other equipment. Their self-cleaning lip-hinge system prevents the accumulation of dust and dirt, ensuring smooth operation.

Telescopic Lip Dock Levelers: Ideal for situations where vehicles cannot dock closely, such as sea containers or side-loading railway wagons, these levelers come with an extendable lip that can reach up to 1 meter, providing flexibility in various loading scenarios.

Edge-of-Dock Levelers: Compliant with the latest EN 1398 safety standards, our Edge-of-Dock (EOD) Levelers are ideal for facilities without an existing pit, where the height difference between the loading dock and the truck bed is minimal. These levelers are particularly suited for environments with consistent truck heights, such as warehouses,

distribution centres, and retail facilities. The EOD levelers offer an efficient, space-saving solution for quick loading and unloading in locations where installing a pit-style leveler is not feasible. These dock levelers offer reliable performance and safety for efficient loading operations.

Forklift Roll-Off Barrier Lip Dock Levelers: Our newly introduced Forklift Roll-Off Barrier Lip Dock Leveler includes a run-off protection feature that prevents accidental forklift roll-off when the overhead door is open, and no trailer is present. This leveler combines the benefits of hydraulic dock levelers with the added security of a robust barrier.

All our dock levelers can be seamlessly interlocked with existing doors and vehicle restraint systems, ensuring top-notch performance and security in every loading operation.



Kirby opens 50k MT facility in Halol, Guj

The Halol facility in Gujarat is the first PEB plant internationally to achieve Platinum Rated Green Building Certification to support green building practices. This milestone enables the company to reach total installed capacity of 300K MT per annum when paired with the two facilities at Hyderabad and Haridwar.



CT Bureau

Kirby Building Systems India inaugurated its 50,000 MT capacity facility at Halol in Gujarat, doubling the business' Halol Pre-Engineered Steel Building (PEB) capacity to 100,000 MT per annum within a span of 15 months since the



Machine, CNC Drilling Machine, CNC Controlled Laser Guided Welding Machine and other equipment.


These advanced machineries provide high quality products with faster deliveries that consistently deliver projects on schedule. The Halol facility is the first PEB plant in the world to achieve Platinum Rated Green Building Certification, which is testament to its commitment to green building practices. This further supports Kirby's objective of providing sustainable and eco-friendly construction solutions through its PEB technology and contribute towards safe and healthy environment. ↴

The facilities are strategically located at south, north and west with new plant at Halol having advanced tech


inauguration of this facility in February 2023.

This milestone enables Kirby India to reach a total installed capacity of 300,000 MT per annum when paired with the two facilities at Hyderabad and Haridwar, each

having 100,000 MT installed capacity. The three state-of-the-art facilities are strategically located at south, north and west with the newest plant at Halol having advanced fabrication technologies such as CNC Laser Cutting Machine, CNC Plasma Cutting




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Cool & frosty solutions at IWLS, ICCS show in Mumbai

RX India held 11th edition of India Warehousing & Logistics Show (IWLS) and the India Cold Chain Show (ICCS) from 21 to 23 November in Mumbai. The shows brought together 150 national and foreign exhibitors, offering a platform for professionals across logistics, warehousing, and cold chain industries.





Green logistics gaining ground in supply chain

Sustainability in logistics, also known as green logistics, involves actions a business can take to lessen its environmental impact in the supply chain. This encompasses processing of raw materials, transportation, and delivery of the final product, experts said.



Sustainability in logistics is triggering innovation throughout the supply chain, from transportation to warehousing. Simply put, sustainability in logistics refers to the steps a business can take to reduce the environmental impact of these processes.

Examples include carbon offsetting, optimising transport routes to reduce emissions, and switching to EVs. Sustainability in logistics, also known as green logistics, involves actions a business can take to lessen its environmental impact in the supply chain. This encompasses processing of raw materials, transportation, and on time delivery. This concept is steadily gaining momentum as the firms recognise the importance of being environmentally conscious.

SUSTAINABILITY

“For all businesses, be it aviation, construction, manufacture, retail, commercial, the governments, investors and stakeholders are setting precedents for reductions from environmental impacts by the businesses. Environmental investment reports such as Corporate Sustainability Reporting Directive in Europe are now changing the view of how the companies are assessed, while setting their 2030 and 2050 targets and reporting on their progress towards these, and this has started to increase the importance of efficiency and reducing carbon emissions to all industry stakeholders within a logistics value chain.



Lee Fletcher
Environment & Sustainability Manager (Aviation), Chapman Freeborn

“The path for aviation to meet a net zero target is filled with unknowns such as development of alternative fuel.”

Interestingly, “the path for aviation to meet a net zero target is filled with unknowns such as the development of alternative fuel supply such as SAF, hydrogen and electrohydrogen but this will take time to achieve at a scale and size that can be used within large aircraft,” Lee Fletcher, Environment & Sustainability Manager (Aviation), Chapman Freeborn, said.

Aviation firms have undertaken processes such as reducing pre-loaded aircraft weight, reduction of reserve fuel, and improved automated takeoff and landing processes to reduce fuel consumption. Airlines and operators are updating their aircraft stock to more efficient aircraft and this will benefit belly cargo operations, but will take some time to fil-



Nicolas Jammes
Assistant Director, Environment Communications, IATA

“Of late, firms are retiring older, and less fuel efficient aircraft and replacing them with modern ones.”

ter through the cargo market where conversions are used as these are usually older air passenger aircraft converted to freight, he added.

“Cargo firms are pursuing steps to improve fuel efficiency and reduce emissions, driven by environmental and regulatory concerns. Some of the initiatives include investment in fuel-efficient aircraft wherein cargo airlines are investing in fuel-efficient aircraft, designed with advanced aerodynamics, lighter materials, and efficient engines that reduce fuel consumption and emissions per tonne-mile of cargo. Companies are also retiring older, less efficient aircraft and replacing them with modern ones,” Nicolas Jammes, Assistant Director, Environment Communications, IATA, said.



Gerhard Coetzee
Vice President, Cargo, IMEA, Chapman Freeborn

“There are ways that AI, IoT and Blockchain are being used within aviation to help improve efficiency.”

THE ALTERNATIVES

“EU mandates, for example, will increase in line with policies such as ReFuel EU. However, the cost and availability of such fuels is restrictive, and fuel producers have a commercial market in biodiesel to supply conflicts taking place so that these mandates increase to improve the market price, voluntary use of high levels of SAF will take time.

TECH MANDATE

AI is playing a big part in helping businesses transform the sustainability of their logistics. “There are many ways that technology such as AI, IoT and Blockchain are being used within cargo and aviation to help operational efficiency and reduce environmental impacts,” Gerhard Coetzee, VP, Cargo, IMEA, Chapman Freeborn, said.

ACCB shines bright in festivity

The Air Cargo Club of Bombay (ACCB) hosted a glittering get-together on Diwali for the ACCB members and their families in Mumbai. The sparkling evening saw the guests interacting with each other and grooving to the foot-tapping music and relishing delectable delicacies. Later, entertainment programmes were organised.



Arabian Cargo Awards juggernaut rolls on in Middle East region

Second edition of Arabian Cargo Awards opened to grand ceremony. The who's who of the air cargo and logistics industry participated in the colourful awards ceremony. The stalwarts of the industry were awarded for their excellent contribution to the industry during the year.

Gallery of Legends

Mohammed Jassim Al-Rais



Mohammed Jassim Al-Rais, Executive Director, Al-Rais Cargo Agencies

DDP Game Changer

Tariq Hareb Alfalahi



Tariq Hareb Alfalahi, CEO, RailDirect

DDP Trailblazer

Jude Fernandes



Jude Fernandes, Head, Cargo Commercial Partnerships, Dubai Airports

Face of the Future

Rohit Thakwani



Rohit Thakwani, CEO, Airglow Aviation





Asset light, heavy models can boost supply chain efficiency

India's potential is enormous. One of the main reasons we're investing here with a generational perspective is the government's transparent plan to invest USD\$970 billion in infrastructure, including inland waterways, by 2047. Our experience in India has shown us that what is said is done, says" **Tobias Martin Bartz, CEO, Rhenus Group.**



CT Bureau

How do you see the logistics industry evolving after the pandemic?

We have never witnessed an event as significant as Covid-19, which impacted businesses globally. We were in choppy waters at that time, but we have recovered. However, due to ongoing crises, the world has become more unstable. Conflicts, such as those in the Middle East and between Ukraine and Russia, are challenging supply chains. We have been using technology and a mix of asset-light and asset-heavy models to bring

stability to our clients' trade lanes, which I believe sets us apart from our competitors.

What are the recent advancements and investments done in air cargo and logistics sectors? How is your business shaping up?

Our business is shaping up well. We are growing double digits every single year. We were affected in 2020 from the pandemic but now we have recovered strongly. Our recent investments have been primarily in company assets. We have ordered four new hydrogen barges and expanded our presence with warehouses at airport sites and within ports. In Europe, we have established



Tobias Martin Bartz
CEO
Rhenus Group

70 own ports and now operate more than 1,000 barges. In the air and ocean sectors, we have grown to manage 650,000 TEUs of single count control and approximately 150,000 MT of air freight.

“One key challenge is bridging the intercultural gap, and we have found that trust is the best way to address this.”

How do you look at India as a trade and investment destination? Any plans to expand your network here?

We have been operating a joint venture in India for 14 years now and have experienced tremendous growth. We have a family-like joint



venture and have grown from no square meters to a warehouse capacity of 2.4 million square feet globally. We manage 70 sites across India, employ more than 2,000 staff, and operate in road freight, air, ocean, and customs clearance. Following the recent announcement by India's Prime Minister, we are now positioned to bring 90,000 skilled Indian workers to Germany on work visas, up from the previous limit of 20,000. To support this expansion, we will establish a training academy for our seafarers, as we operate 1,000 barges requiring crew members. We will train them here (in Germany) and bring them back, and also place 10 barges for a start on the Waterway 1 & 2 in India. We are moving towards an asset-heavy business model.

What measures are taken at Rhenus Logistics to support sustainability and reduce carbon footprints?

Barging is the most CO₂-friendly way of transporting bulk cargo. With one ship, with one diesel engine, we can transport in our river barges up to 5,000 tons. By

moving away from trucks towards barges for the right cargo, there's a use for trucks, we have many trucks as well, but moving and shifting it onto the rivers will save you CO₂ like in almost no other mode. It's our job to be efficient. Our efficiency saves the world CO₂, which means very few empty legs, high usage of containers, and again, using all modes of transport.

How crucial is the adoption of technology like AI, machine learning, IoT, internet of things, and logistics operations?

Very crucial, and again, since we program our own transport management software, we of course are using the latest advancements. One of them is to analyse the things we do - to improve, and not to replace our staff. We try to make the life of our staff easier, and all of these things make their workload easier and allow them to absorb even more responsibilities.

What sort of facilities are available at Rhenus Logistics to handle different types of cargo, like pharmaceuticals or perishables?

We have specialized warehouse locations in India for dangerous goods and pharmaceuticals, along with facilities for other products such as electronics, automobiles, and retail items. We operate a specialized fleet of trucks for transporting oil and lubricants, adhering to the highest certification standards. Compliance is crucial, and we use the latest equipment. We transport pharmaceuticals, automotive products, and more via air, ocean, and road. We also manufacture automotive products. Our next plan after the barging would be to go into the Indian market to join the OEMs to produce here, because we also take part of the supply chain, of the value-add away from the OEMs, and do it for them.

Any crucial challenges you come across while operating in the Indian market?

One key challenge is bridging the intercultural gap, and we've found that trust is the best way to address this. We rely heavily on local management—this isn't unique to India; it's our approach worldwide. In Spain, for instance, we have a Spanish CEO, in

Germany, a German CEO, and in India, it's someone from India who understands the local market and clients' needs. Even though it's a large, global company, the local needs are still there.

How do you see India's growth to become a top player in the logistics sector, globally?

India's potential is enormous. One of the main reasons we're investing here with a generational perspective is the government's transparent plan to invest USD\$970 billion in infrastructure, including inland waterways, by 2047. Our experience in India has shown us that what is said is done.

FACT FILE

- ➔ We have a family-like joint venture and have grown from no square metre to a warehouse capacity of as many as 2.4 million square feet.
- ➔ One of the reasons we are investing in India is the gov't's plan to invest US\$ 970 billion in infrastructure.

IndiAirport Expo 2024 focuses on altering airports, air cargo

PHDCCI along with Radeecal Communications & IFW Heidelberg Expo GmbH & GATE, Germany, organised the 3rd edition of International Expo & Summit-IndiAirport Expo 2024 from 26 to 28 November in New Delhi. The event saw participation from global airlines, airports and agents.





Movements

ALLCARGO GATI India



Deepak Pareek has joined as Chief Financial Officer of Allcargo Gati. He brings two decades of experience in infrastructure project planning, execution and financing, project management, debt and equity fund mobilisation.

CSMIA India



Pratik Mehta has joined as the GM, Special Projects at CSMIA. His track record of executing successful strategies for Adani Airports Holding Ltd. and BLR, makes him an ideal fit for this new role. He holds a wealth of experience in the industry.

AISATS India



Ramanathan Rajamani joined as CEO at AISATS. This marks his second tenure as AISATS CEO which he held from 2018 to 2021. While in Defence Science and Technology Agency, he played a role in ensuring fighter jets' reliability for France.

SOCOMEK India



Devender Singh Manhas has joined as the new Head, Commercial Supply Chain, by Socomek. He is experienced in all facets of supply chain management. "I look forward to collaborating with the talented team here."

TIACA USA



Adrien Thominet, CEO and Chairman, ECS Group has been appointed by TIACA to serve on Board of Directors. During his career spanning three decades, he has served ECS Group for 25 years. His new role to transform growth of TIACA.

IATA USA



Michael Steen, President and CEO, Atlas Air Worldwide, has joined as the member of the Board of Governors of IATA. He has three decades of experience in aviation and logistics industry, his leadership qualities will be helpful in his new role.

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