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EDITOR: Sanjeet

CHIEF EDITOR

Nisha Verma  
nisha.verma@ddppl.com

ASSOCIATE EDITOR

Ritika Arora Bhola  
ritika.arora@ddppl.com

DESK EDITOR

VN Murthi  
vn.murthi@ddppl.com

ASST. VICE PRESIDENT: Abha Gupta

abha.gupta@ddppl.com

GENERAL MANAGER: Harshal Ashar

harshal@ddppl.com

MANAGER: Jaspreet Kaur

ASSISTANT MANAGER: Samantha Pereira

DESIGN: Nityanand Misra

ADVERTISEMENT DESIGNER

Nitin Kumar  
Aditya Pratap Singh  
Anil Khatri Chhetri

PRODUCTION MANAGER

Anil Kharbanda  
Ramesh Gupta

CIRCULATION MANAGER

Ashok Pana



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# ULIP, LDB transforming India's logistics backbone



India stands 38<sup>th</sup> on World Bank's LPI, reflecting challenges like high logistics costs, fragmented infra & regulatory bottlenecks. PMGS and NLP will reduce logistics costs through policy reforms and improved coordination in supply chain, says **Rajat Kumar Saini, IAS, CEO & MD, NICDC** and **Chairman, NLDS**.



**What are the milestones achieved by NICDC and how have they impacted India's logistics and industrial infrastructure?**

National Industrial Corridor Development Corporation (NICDC) is reshaping India's industrial and manufacturing landscape with a corridor-based strategy, integrating multimodal connectivity, sustainable design, world-class infrastructure and quality living. Unlike traditional zones, NICDC's Greenfield Industrial Smart Cities are self-sustaining hubs with plug-and-play facilities, walk-to-work concept, strong last-mile connectivity and advanced logistics systems like the Logistics Data Bank (LDB) and Unified Logistics Interface Platform (ULIP).

With major trunk infrastructure completed in Dholera (Gujarat), Shendra-Bidkin (Maharashtra), Greater Noida (UP), and Vikram Udyogpuri (MP) with over 410 plots across 3,864 acres have been allotted, catalysing ₹1.7 lakh crore in investments and 91,000 jobs. Two more cities—Krishnapatnam (Andhra Pradesh) and Tumakuru (Karnataka)—are nearing completion, along with major logistic hubs in Nangal Chaudhary, Haryana and Greater Noida, UP under PPP models.

Inspired by the success and high demand for our projects, the Government of India has approved 12 new greenfield cities across 10 states. This marks a milestone, with ₹1.52 lakh crore in investment potential and over one million new jobs on the way—a big step forward in making India an international leader in manufacturing.



**Rajat Kumar Saini, IAS**  
CEO & MD, NICDC and  
Chairman, NLDS

**“LDB and ULIP are strategic enablers in the country's journey toward becoming an international logistics hub.”**

**In what ways do you see NLDSL playing a role in helping the logistics sector meet the objectives set under Viksit Bharat 2047?**

India's logistics transformation is aligned with the vision of Viksit Bharat 2047, driven by govt initiatives aimed at enhancing infrastructure, connectivity, and overall sup-

ply chain efficiency. Logistics is a key enabler of economic growth, and initiatives such as NLP and PMGS are instrumental in reducing logistics costs and improving India's global competitiveness through multimodal integration and streamlined operations. We are implementing the LEAD framework, focusing on Longevity, Efficiency & Effectiveness, Accessibility & Accountability, and Digitalisation, to foster a data-driven logistics ecosystem. NLDSL has taken a pioneering role in the digital transformation of the logistics sector. LDB has tracked 80 million+ EXIM containers across its journey within India, bringing transparency and visibility into container movement. Building on this foundation, we introduced ULIP, which integrates data from 43 systems of 11 ministries, enabling seamless, digital, and paperless logistics operations. This platform addresses a range of industry use-cases, significantly reducing time and costs for stakeholders across the supply chain.

LDB and ULIP are strategic enablers in India's journey toward becoming a global logistics hub. By enhancing operational efficiency and sustainability, these initiatives are poised to accelerate economic



**04 Developed Greenfield Industrial Smart Cities**



growth, generate employment, and elevate India's position in the global economy, all contributing to the realisation of Viksit Bharat 2047. These efforts lay the foundation for a world-class, future-ready logistics infrastructure and a digitally empowered India.

### How do you see ULIP contributing to lowering logistics costs and enhancing EoDB?

The sector has historically faced high costs due to infrastructure gaps, regulatory complexities, delays in cross-border goods movement, and limited digital integration. ULIP addresses these issues by facilitating seamless data exchange, closing last-mile connectivity gaps, and promoting an efficient modal mix. ULIP fosters innovation within the private sector, enabling the development of new digital tools that simplify logistics processes and improve operational efficiency. ULIP has recorded 100+ crore API transactions, with 1,300 firms registered and over 160 applications built.

These span areas such as analytics, insurance, tracking and tracing, compliance verification, and process optimisation, underscoring the platform's role in making logistics operations more transparent, responsive, and cost-effective. ULIP supports sustainability and industry-wide collaboration by enabling data-driven decision-making, which reduces logistics costs, enhances service quality, and boosts India's competitiveness on the global stage. Our LDB initiative, which began with full coverage of ports, ICDs and CFSs, has now expanded to all major SEZ, with ongoing efforts to bring industrial parks into our tracking network. This expanded visibility into container movements, right up to the last mile, empowers stakeholders to optimise their operations, encourages fair competition and improves EoDB across India's logistics ecosystem.



### With India ranked 38<sup>th</sup> in the World Bank's LPI, what key initiatives are being taken to improve this position over the next five years?

India's 38<sup>th</sup> ranking on the World Bank's Logistics Performance Index (LPI) reflects challenges such as high logistics costs, fragmented infrastructure, regulatory bottlenecks, interstate delays and limited digital integration. These issues contribute to inefficiencies that affect global competitiveness. To improve this ranking over the next five years, the government is advancing a series of initiatives. The PMGS is focusing on integrated, multimodal infrastructure development to streamline transport networks and reduce transit delays. The NLP aims to bring logistics costs down to global standards by 2030 through infrastructure enhancements, policy reforms, and improved coordination across the supply chain. Digital transformation is the central pillar in these efforts. Platforms such as ULIP enable real-time data exchange, increase transparency, and reduce inefficiencies across the logistics value chain. Through [www.goulip.in](http://www.goulip.in), the ULIP platform allows industry users to seamlessly access logistics-related datasets via API-based integration, ensuring faster, more transparent data utilisation. Collectively, these measures are designed to boost logistics performance, drive down costs, support sustainability, and enhance India's position in future LPI rankings.

### What steps are being taken to ensure startups have equal opportunities in India's evolving logistics sector?

Benefits of logistics digitisation must reach every player in the ecosystem, including startups and MSMEs. Our approach centres on democratising access to data through ULIP, enabling startups to innovate and compete on equal footing with larger players.

ULIP integrates data from 43 systems of 11 ministries, which were fragmented across departments. This unified data is now accessible in real time via API-based services, giving startups the tools to build scalable solutions that address inefficiencies, optimise supply chains, and improve service quality, without needing infrastructure or insider access. We have also developed Track Your Transport, an application designed for small traders and transporters. TYT offers advanced analytics at no cost, helping users

plan routes more efficiently, anticipate delays, re-route shipments, and discover return freight opportunities—enabling them to reduce per-trip costs and improve profitability. TYT uses ULIP to provide real-time visibility into cargo movement, track empty vehicles, and conduct e-KYC of vehicles and drivers, all without reliance on costly IT systems or intermediaries. This empowers the unorganised sector with a cost-effective and easy-to-use solution to enhance efficiency and visibility.

NLDSL hosted the ULIP Logistics Hackathon 2.0, aimed at fostering innovation in focus areas such as sustainable logistics, data-driven optimisation, tech-led solutions, and unified documentation. Startups played a central role in developing practical tools to address real-world challenges in the sector. Through these inclusive and forward-thinking initiatives, we are actively creating a level playing field where startups can thrive and contribute meaningfully to the future of India's logistics ecosystem.

#### IN FOCUS

- ➔ We are expanding LDB to cover industrial parks with EXIM movement. This will improve last-mile visibility, enhancing tracking throughout import-export cycle.
- ➔ Benefits of logistics digitisation must reach every player in the ecosystem, including startups and MSMEs.
- ➔ ULIP supports sustainability and industry-wide collaboration by enabling data-driven decision-making, which ultimately reduces logistics costs, enhances service quality.

# ‘Logistics sector in need of skilled & trained youth’

We have decided to spend at least 1% of total cost of the project for skilling of youth. Apart from BCBA, we have also tied up with NSDC, Yashwantrao Chavan Open University to promote skilling. We are also encouraging local dyemakers, says **Unmesh Sharad Wagh, IRS, Chairman, JNPA and CMD, VPPL.**



## Tell us about JNPA’s collaboration with BCBA to promote skill development?

JNPA has been collaborating to promote skilling. Ahead of the upcoming Vadhvan Port—the biggest greenfield port—we want the local population to be ready for the jobs. We have decided to impart training to the youths willing to join this sector. BCBA has extended to help us and has curated the skilling programme with the help of our team for the youths. We have done two, three programmes before,



**Unmesh Sharad Wagh**  
Chairman  
JNPA

but now we are doing it in large scale. It is a one-month training programme, after which a three-month internship will be provided to them along with a stipend. Apart from BCBA, we have tied up



with the National Skill Development Council, Yashwantrao Chavan Open University for the certification course and Dr. Balasaheb Sawant Konkan Krishi Vidyapeeth, which will start an extension programme for farmers that will help them do farming in a scientific way. We are going to start some programmes for the local dyemakers. We have started subsidising the local dyemakers for their business loans. We have decided to spend at least 1 per cent of the total cost of the project on the skilling of the youth.

## How does JNPA maintain its position as India’s premier container port?

This year, JNPA added 7.3 million TEUs. Last year, it

was 13.5 per cent. Despite global disturbances, we could achieve this growth. We are adding 2.4 million TEUs capacity this year and by this year-end, we will become 10.4 million TEUs port. JNPA will be the first port to cross 10 million TEUs handling capacity mark. At present, we are working at 98 per cent of our

**“ We are adding 2.4 million TEUs capacity this year and by this year-end, we will become 10.4 million TEUs port. ”**

capacity, but with this addition of 2.4 million TEUs, we will have some more capacity, which we will cover up in next three years. I am optimistic that JNPA will breach 10 million TEUs mark in next three to four years.

## How does JNPA align with the Maritime India Vision 2030?

We are aligned with the Maritime India Vision 2030. For instance, as per the Maritime India Vision, 2030, 90 per cent of the port operations should be landside. We are 100 per cent landside. It suggests a port must adopt 60 per cent green energy solutions by 2030. We have already achieved 60 per cent sustainability and in a year, we will be fully green. So, we will achieve Maritime India Vision 2030 next year and will achieve Viksit Bharat Vision 2047 with Vadhvan Port, 50 years before the timeline.







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# CAN INDIAN LOGISTICS OUTLIVE US TARIFFS?

US President Donald Trump's decision to impose 26% tariff on Indian exports and imports, which is currently paused, impact Indian businesses by reducing competitiveness in the USA market. Export-driven sectors such as textiles, pharmaceuticals and automotive parts would face a drop in demand, thereby affecting revenue and jobs. On the import side, Indian companies relying on USA machinery or raw materials would see increased expenditure. The move could, especially hurt small businesses.



Country	South America for the U.S.A. (Import Tariff)	U.S.A. for Reciprocal Trade (Export Tariff)
China	67%	34%
European Union	39%	20%
Vietnam	90%	16%
Taiwan	64%	32%
<b>India</b>	<b>52%</b>	<b>26%</b>
Thailand	72%	36%
Switzerland	61%	31%
Indonesia	64%	32%
Malaysia	47%	24%
Cambodia	97%	49%
United Kingdom	10%	10%
South Africa	60%	30%
Brazil	10%	10%
Bangladesh	33%	17%
Singapore	34%	17%
Israel	10%	10%
Japan	58%	10%





Ritika Arora Bhola

Indian EXIM traders are exploring options to stay competitive after USA President Donald Trump's presidential order to impose a 26 per cent tariff on Indian exports and imports, which is currently paused for 90 days.

Indian firms are exploring new trade markets—Vietnam and Singapore—to reduce dependence on USA, heavily investing in smart warehousing and SEZs near airports and ports, urging governments to implement FTAs, encouraging domestic manufacturing to formulating efficient strategies to make supply chain strong and steady, and stay resilient during disruptions.


Currently, at 10 per cent, the increased rate would have a significant impact on Indian businesses across multiple sectors. Such high tariffs would make Indian goods expensive and less competitive in the USA market, which is one of India's largest trading partners. This is the major concern of the traders now.

Export-oriented firms such as textiles, pharma, automotive parts and IT hardware would face reduced demand, leading to potential revenue losses, job cuts and scaling down of operations. SMEs, which form the backbone of India's export economy, would be vulnerable due to their limited ability to absorb cost shocks or shift markets quickly.

On the import side, businesses relying on American machinery, technology, or agricultural products would face higher input costs, thereby squeezing profit margins and potentially increasing prices for Indian consumers.

Overall, the decision could veritably strain USA-India

trade ties, disrupt supply chains and push Indian businesses to diversify markets, invest in domestic production, or seek government support to stay afloat.

In the near term, exporters are likely to explore cost-optimisation strategies rather than altering their logistics modes, as per experts. Exporters are currently in the process of evaluating the cost implications of the tariffs and assessing whether shifting logistics modes would be economically viable. For now, exporters are focusing on cost-efficiency measures and awaiting potential relief through ongoing bilateral trade negotiations.  discusses with experts the impact and consequences.

#### AT A GLANCE

- Firms are exploring new trade markets, Vietnam and Singapore, to cut dependence on USA.
- SMEs, the backbone of India's export economy, would be weak due to absorbing cost shocks.





# Compliance overheads could go up by 10%

“ Over 40 per cent of Indian apparel exporters have shifted their operations to Vietnam and Bangladesh, and major shipping lines are preparing for a 25 per cent reduction in capacity on US-bound routes. Industries relying on imports are witnessing 12 to 15 per cent cost increase, offsetting the potential gains from reshoring. The tariff on Indian exports would impact telecom, gems and jewellery, auto parts, and processed foods, accounting for US\$ 21 billion in annual trade. We foresee tighter customs checks, increased dwell times, and compliance overheads that drive costs up by 10 per cent.”



**Sateshwar Tuteja**  
Director  
Sales, Jeena & Co.

**The US tariff on Indian exports would account for US\$ 21 billion in annual trade**



# Exporters consider shift to sea freight

“ Exports of electronics and smartphones to the USA, which stood at US\$ 14.4 billion in 2024, are likely to dip due of the 26 per cent tariff. This decline is likely to impact air cargo volumes, as exporters may reduce shipments or seek alternative markets. While the tariffs themselves do not increase freight costs, they elevate the overall landed cost of products. The anticipation of tariffs has led exporters to expedite shipments to the USA before they come into effect. Given the increased costs associated with the tariffs, some exporters are considering a shift to sea freight.”



**Amit Maheshwari**  
CEO and Founder  
Softlink Global

**Dip in exports may impact air cargo volumes, as exporters may reduce shipments**

# India-US freight rates risen by 18% YoY

“ Exporters might be exploring new global markets to reduce overdependence on the USA and improving coordination with suppliers and inventory systems. There’s increased investment in smarter warehousing near ports and better freight planning to manage costs and avoid delays. Industry bodies and govt are pushing for FTAs, while exporters look to benefit from FTAs and SEZs. India-US freight rates have risen by 18 per cent year-on-year. The US tariffs, aimed at correcting trade imbalances, have had far-reaching consequences.”



**Parwinder Singh**  
MD  
Hans Infomatic

**There’s hike in investments in warehousing and for better freight planning**

# US tariffs to make exporters less competitive

“ The USA has recently shifted its trade policy, increasingly using tariffs to manage global trade imbalances. While earlier tariffs were directed at China, now Indian products are also affected, thanks to the reciprocal tariff of 26 per cent. We anticipate this will lead to increased overall costs in the USA and will make it harder for the Indian exporters to stay competitive. We are seeing a shift in strategy for some product categories towards sea freight. While we have not witnessed a drop in air cargo volumes, the logistics strategy is evolving with announcements coming daily.”



**Abhishek Goyal**  
CEO & Executive Director  
AeroPrime Group

**Earlier tariffs were directed at China, now Indian products are also affected**





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## Silver lining emerges in Asian context

“ Higher tariffs disrupt predictability for 3PL players and forwarders. As clients recalibrate their US-focused strategies, Indian logistics operators face uncertainty in volumes and scheduling. SMEs, dependent on USA trade corridors, bear the brunt of warehousing rent pressures, longer storage periods, and altered fulfillment cycles. Despite these challenges, a notable silver lining emerges when viewed in a broader Asian context. Vietnam, Indonesia, and even China have been subjected to steeper and sweeping US tariffs. Double rates imposed on India.”



**Mohit Kapoor**, Chair Projects and Events Committee, WAI

**SMEs dependent on USA trade corridors, bear the brunt of rent pressures**



## Vital implications for air cargo trade

“ The US tariffs—26 per cent on Indian imports and 10 per cent baseline on all global goods—pose vital implications for India’s air cargo trade. High-value sectors such as textiles & apparel, gems & jewellery and pharma will see reduced competitiveness, impacting air export volumes. A decline in exports may lead to a notable contraction in annual air cargo trade volumes and value. On import side, US duties may hit goods routed through re-export hubs, reducing inbound air freight demand. India’s growing consumption and diversification into ME, Europe, and Africa offer partial offsets.”



**Vipin Vohra** Chairman Continental Carriers

**Fall in exports may result in decline in annual air cargo trade volumes**

## Textiles might increase due to Bangladesh

“ The US tariffs on Indian goods have led to a decline in air cargo volumes from India to the USA as costs rise, and buyers adjust sourcing strategies. Pharma: Many generics and APIs faced compliance and loss of GSP benefits earlier are now under a broader 10 to 26 per cent tariff. Gems & jewellery: Now subject to full tariffs plus possible extra duties (up to 26%). Textiles & apparel: With the GSP revoked and new tariffs added, garments face 15 to 25 per cent tariffs. India could gain in this as mobile phone exports increase. Rates on textile might increase due to Bangladesh tariffs.”



**Nihar Parida**, Director, Strategy & Development Uniworld Logistics

**With GSP revoked & new tariffs added, garments face 15 to 25% tariffs**

## We must act to develop manufacturing base

“ With global manufacturers looking for tariff-friendly alternatives, India is well-positioned to capitalise on this shift. India’s industrial base, improving trade infrastructure and government incentives make it an attractive destination for firms seeking to diversify away from China and Vietnam. Experts suggest India must act swiftly to enhance manufacturing capabilities to cement its position as a leading trade and logistics hub in the evolving world order. As businesses realign strategies, the coming months will be critical for countries vying for a larger share of global trade.”



**V. Chandra Kumar** Founder & MD, Active Freight Logistics, India

**Future will be critical for countries vying for a larger share of global trade**

## Some may shift focus to non-USA markets

“ The impact of US trade tariffs on Indian air cargo EXIM trade is multifaceted, throwing up opportunities and challenges. Negative impact could mean higher costs for Indian exporters as more tariffs on Indian goods. Tariff uncertainty causes fluctuations in demand, impacting freight forwarders, air cargo handlers, and exporters. Volatility in policies forces biz to adjust logistics strategies. Some exporters may shift focus to non-USA markets, affecting air cargo routes and reducing volume on USA-bound shipments. Positive impact could be chances in trade diversion.”



**C K Govil** President ACAAI

**Tariff uncertainty causes fluctuations in demand, impact LSPs**



## India must improve infra & EoDB

“The imposition of trade tariffs may hit exports from several sectors, apart from sizeable volumes of seafood. Experts still anticipate silver lining in the tariffs about India’s cargo trade interest as the US tariffs might open opportunities through shifts in global supply chains. But India needs to improve EoDB apart from investing in logistics infra to achieve productivity and business advantages. The FIEO agrees the tariffs do create challenges for Indian exporters, yet India is better placed than its competitors. Indian firms in USA might absorb costs and end up passing them on to consumers.”



**Sunil Kohli**  
Managing Director  
Rahat Cargo

**Though tariffs create challenges, India better placed than its competitors**

## Situation calls for diplomatic dialogue

“While the US govt’s decision on tariffs may be politically motivated, its risks have long-term consequences, not just on India, but on global health systems—access to medicines, and the pharma supply chain. The situation calls for diplomatic dialogue and efforts to protect public health, while addressing trade concerns. My view is that they may impose tariff on other commodities but not on pharma specifically and humanitarian view needs to be adopted. Whether India can seize this opportunity will depend on policy reforms, infra development, and ability to integrate into global supply chains efficiently.”



**Satish Lakkaraju**  
CEO  
NexGen Logistics,  
Garudavega

**The situation calls for diplomatic dialogue and efforts to protect health**

## US consumers will pay more for pharma

“The tariffs will impact India since USA is its biggest export market. And the US consumers will face either a price hike on low-cost generic drugs or the insurers will need to absorb the added cost. The discussion should be on alleged ‘threat to security’ that has forced the USA to impose tariffs. They must not forget it is healthcare we are talking about. Every nation is vital in a bilateral trade relationship. This must be considered in the upcoming trade talks with USA. Either the production cost will increase, and price competitiveness will dwindle, or Indian exporters will have to look for alternatives.”



**Afzal Malbarwala**  
Managing Director  
Galaxy Freight

**Healthcare is important. Every nation is vital in bilateral trade relationship**

## Tariffs to hike costs, disrupt supply chains

“Tariffs can increase the cost of pharma for consumers, healthcare providers, and governments thereby potentially making essential medicines less accessible. Tariffs can disrupt global supply chains, leading to delays, more costs, and potential shortages of critical medicines. Tariffs can affect India’s pharma industry, a significant contributor to Indian economy. Tariffs can create uncertainty among patients, healthcare providers, and stakeholders. Tariffs can also raise concerns about access to essential drugs to elderly, children, and those with chronic conditions.”



**Cyrus Katgara**  
Partner  
Jeena & Company

**Tariffs can create uncertainty among healthcare patients & LSPs**



## Profitability of exporters, mainly SMEs, impacted

“The elevated tariffs have made Indian goods less competitive in the USA, resulting in a decline in volumes on the India–USA route for these product categories. Exporters are reassessing shipment volumes and destinations in response to shifting trade dynamics. Freight costs have increased. While tariffs raise the cost of goods, their impact is compounded by global logistics disruptions. On the other hand, exporters face a dual burden—higher costs due to US tariffs and increased freight charges—making it harder to maintain profitability, especially for SMEs.”



**Vandana Singh**  
Chairperson Aviation  
& Cargo, FAL

**Exporters are reassessing volumes and destinations due to shifting trade dynamics**

# India: Serving as bridge linking Asia to USA and Europe

India's expanding logistics infrastructure, govt initiatives such as PMGS and NLP, investments in cargo facilities are boosting its position as a key player in the global supply chain. The country's expanding FTAs, India-UAE CEPA, India-Europe and India-US trade dialogues—add fuel to volumes.



CT Bureau

India plays a pivotal role in global air freight, acting as a vital bridge between Asia and major markets across Europe, North America, the Middle East and other emerging economies. Its geographic location makes it an ideal transit and distribution point, especially as international trade routes shift to accommodate growing demand in South and Southeast Asia. India's robust and rapidly expanding manufacturing sector, including pharma, electronics, textiles, and automotive components, generate vital export volumes relying on air freight for speed and reliability.

Major airports such as Delhi, Mumbai, Hyderabad and Bengaluru have developed

into key cargo hubs, offering state-of-the-art infrastructure, cold chain facilities, and direct linkage to global destinations.


**With increasing investments in air cargo capacity and digital solutions, India is supporting its growth and shaping global trade**

Initiatives such as NLP and PMGS aim to modernise the logistics ecosystem and reduce TAT, enhancing India's competitiveness in the global air cargo market. Increasing domestic demand supports

a healthy volume of imports, positioning the country as a balanced logistics partner for the functioning of the airlines. Carriers such as FedEx and Air India link Indian cities directly to global destinations, reducing transit times and integrating India deeply into supply chains. Air India's upcoming route enhancements—from Delhi and Mumbai to cities such as Bangkok, Frankfurt, and Singapore—underscore India's relevance as a transit hub for intercontinental cargo.

India's expanding free trade agreements (FTAs) and trade corridors—the India-UAE CEPA and the India-Europe and India-US trade dialogues—are fuelling air cargo volumes. With increasing investments in air cargo capacity and digital logistics solutions,

India is supporting its own economic growth and playing a central role in shaping the future of international trade and supply chain resilience.

 speaks to industry experts about the country's growing trade connections and its position globally amidst ongoing trade wars, tariffs and geopolitical tensions.

## AT A GLANCE

- ➔ India's geographic location makes it an ideal transit and distribution point.
- ➔ NLP and PMGS aim to modernise the logistics ecosystem and reduce TAT.



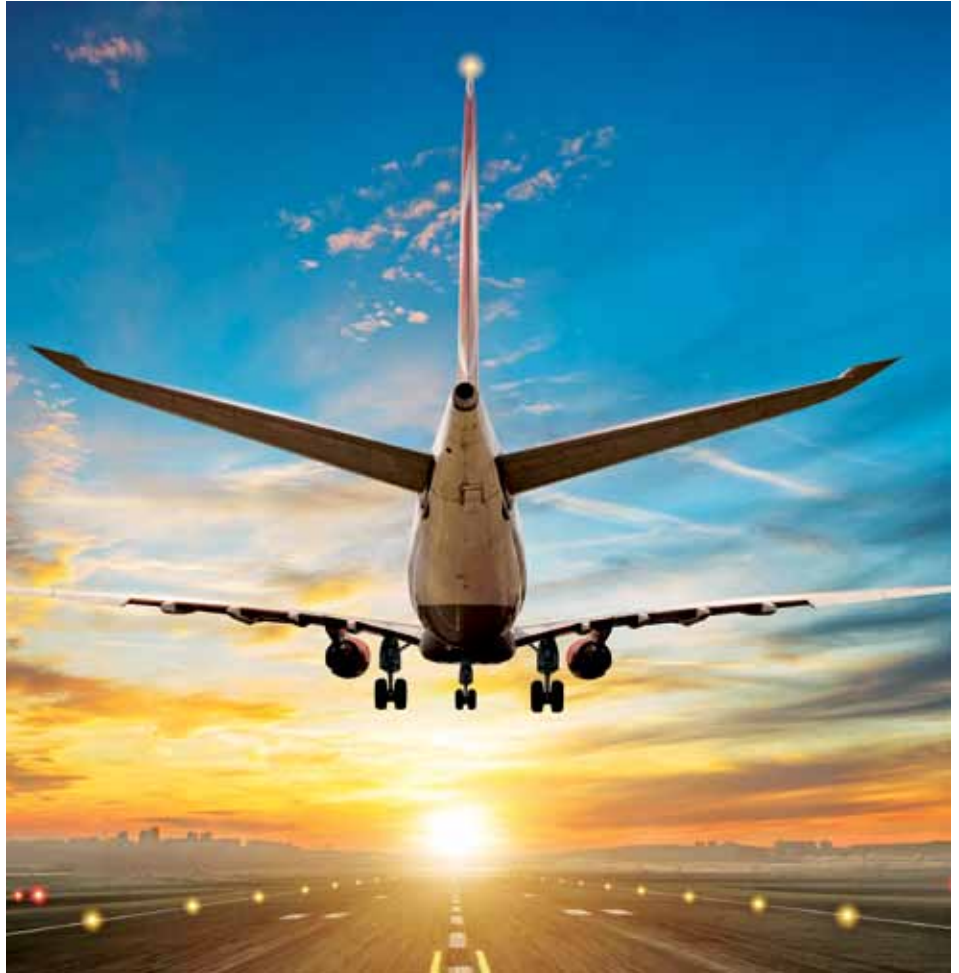
## A transshipment point for time-sensitive cargo

“ India plays a strategic role in air freight by serving as a link between Asia and key markets in Europe, North America, the Middle East, and Africa. Backed by a growing manufacturing base, booming e-commerce exports, and geographic location, India is emerging as major origin, and a transshipment point for time-sensitive cargo. This transformation is visible at BLR Airport, which serves as a southern gateway for global cargo. With linkage to freight hubs and strong ties with global carriers, BLR Airport has positioned itself as a hub linking Asian production centres with Western markets.”



**Arun Chandra**  
Vice President  
Aviation Business, BLAL

**This change is visible at BLR Airport, which is a southern gateway for global cargo**



## Expanding industrial base drives outbound air cargo

“ Airports in Delhi, Mumbai, Chennai, Hyderabad, Bengaluru and Kochi, have grown into major gateways. These facilities are equipped with advanced infra and offer extensive global linkage, allowing for direct shipments and transshipment options streamlining global trade routes. India’s expanding industrial base, including pharma, textiles, electronics, and e-commerce, drives outbound air cargo. Rising domestic demand supports a healthy volume of imports, positioning India as a balanced logistics partner for the airlines’ functioning.”



**Amit Tandon**  
CEO & Managing Director  
Asia Shipping India

**India’s expanding industrial base drives outbound air cargo**

## Digital reforms cut air cargo dwell times

“ With annual cargo volumes surpassing 3.7 million tonnes, the country’s air cargo traffic surged 19 per cent year-on-year last year, outpacing the international average. This growth is driven by expanding exports, rising e-commerce, and a policy push. India’s advantage is being maximised through expanded trade lanes, direct global connectivity, and growing transshipment activity. Private investments and digital reforms, including the Air Cargo Community System, have not only improved efficiency but also reduced air cargo dwell times.”



**Kamal Jain**  
Director  
Cargomen Logistics

**Our advantage is being maximised through expanded trade lanes**

## E-commerce to exceed US\$ 30 million by 2030

“ Driven by the Make in India initiative gaining traction, India has boosted its exports in sectors such as electronics, pharma, textiles, automotive and perishables. These commodities rely on time-sensitive air freight, increasing India’s outbound capacity demand. India’s e-commerce sector is projected to contribute to export volumes, with expectations to surpass US\$ 200 billion by 2030. This growth is bolstered by initiatives such as Open Network for Digital Commerce, reinforcing India’s position as a key player in global supply chains.”



**Balagopal Balachandran**  
National Head  
Air Freight, FEI Cargo

**Time-sensitive air freight, increasing India’s outbound cargo demand**

## 75% of cargo flown by four major airports

“ India’s geographic location connects major global trade routes. Indian air freight is seeing an uphill trajectory, all because of factors including the rise of high-value manufacturing, trade ties with North America and Europe, and investments in airport infra and handling. As per January 2025, Indian airports handled 184,273 tonnes of freight—a 7.1 per cent rise over January 2024’s 171,988 tonnes, AAI report stated. Access has grown—a rise in the number of PPP airports from five in 2014 to 24 in 2024. Delhi, Mumbai, Bengaluru, and Chennai airports fly 75 per cent of all cargo movement.”



**Afzal Malbarwala**  
Managing Director  
Galaxy Freight

**As per January 2025, airports handled 184,273 tonnes—a 7.1 per cent rise**



## India’s rising network enables faster delivery

“ India has solidified its position as a critical link in the global air freight network, connecting Asia with Europe, North America, the ME. Its location, coupled with a growing network of global airports, has enabled faster cargo flow. Pharma, electronics, textiles, and e-commerce rely on India’s air freight to maintain supply chain continuity. The increase in Asia-North America trade lanes highlights India’s prominence, especially with carriers investing in freighters. E-commerce relies on air freight to meet delivery expectations.”



**Deepak Kumar**  
National Air Logistics  
Manager, Kuehne+Nagel  
India, Sri Lanka and the  
Maldives

**Pharma and e-com rely on air freight to maintain supply chain continuity**

## India major link in global supply chains

“ India plays a vital role in global air freight, acting as a transit point linking Asia with Europe, North America, the Middle East, and other markets. India is becoming a major link in global supply chains, in pharma, electronics, and perishables, increasing manufacturing and export capabilities. Under the RCS UDAN scheme, 23 projects worth ₹6,611.18 crore were inaugurated and seven airport expansion projects. To develop tier II and III cities as emerging air cargo hubs, India is focusing on expanding its regional airport infrastructure.”



**Nikhil Agarwal**  
President  
CJ Darel Logistics Ltd.

**India is focusing on expanding infra at regional airports in tier II and III cities**

## Focus on ramping up logistics infrastructure

“ India is investing in infrastructure to support the growing demand for air freight, with a particular focus on improving airport facilities and cargo handling capabilities. India recognises that efficient and modern logistics infrastructure is critical to sustaining its position as a key player in global air cargo. India’s investments in cargo infrastructure are designed to meet the demand for air cargo services. These improvements will streamline cargo handling and reduce transit times and strengthen India’s position as a key player in the air freight industry.”



**Rajen Bhatia**  
Managing Director  
Tulsidas Khimji

**Investments in cargo infra are designed to meet the demand for air cargo services**

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## India emerging as key 'connector' not corridor

“ India is steadily emerging as a pivotal player in global air freight, thanks to its geographic advantage in linking Asia with Europe, North America, and the Middle East. What’s exciting is we are not part of the corridor—we’re becoming a key connector. With the fastest projected air freight growth globally through 2030 at 10.3% CAGR, this momentum is being fuelled by manufacturing shifts, and trade pacts. What’s clear is global supply chains are evolving and India is well-positioned to be a trusted and capable partner in that shift.”



**Reshma Zaheer**  
CEO  
TT Logistics and Cargo

**The country is emerging as pivotal player in air freight, fuelled by trade agreements**

## Challenges persist in last-mile logistics

“ India is emerging as a global air freight hub linking Asia with Europe, North America and the Middle East. The sector is growing at 10 per cent annually, with handling capacity reaching 8 million MT in FY24. Investments are being channelled into specialised warehousing for high-growth segments such as e-commerce, perishable products and pharma, creating new opportunities for Indian exporters and strengthening domestic supply chains. While the growth prospects are strong, challenges still persist in multimodal connectivity and the last-mile connectivity.”



**Zeeshan Mukhi**  
Vice President, Freight Forwarding, Subcontinent DP World

**Sector is growing at 10% annually, with handling capacity reaching 8 MMT**



## Making efforts to reduce logistics costs

“ India holds an advantageous geographical position, serving as a vital transit and redistribution point on global air freight routes. India plays a pivotal role in linking Asia with Europe, North America, the Middle East, and emerging markets such as South Africa. Major airports like Delhi, Mumbai, Chennai and Bengaluru are evolving into key logistics hubs, facilitating East-West trade corridors, including the India-Middle East-Europe Economic Corridor and the International North-South Transport Corridor. India’s contribution to value chain is bolstered by its efforts to cut logistics costs through infra development.”



**Malcolm D'souza**  
Director, Air Freight and Member, Management Board, Jeena & Co.

**Airports are evolving into key logistics hubs, facilitating East-West trade**



## Congestion, dwell times hit service predictability

“ Projects such as Jewar International Airport and the upcoming Navi Mumbai International Airport are likely to relieve pressure from existing hubs. These developments are critical to meet demand and build supply chain resilience. Improvements in customs clearance processes, temp-controlled storage and cargo automation streamline ops. Limited slot availability, congestion, and high dwell times can impact service predictability. Infra is under pressure, with traffic bottlenecks and truck TAT delays during peak time.”



**Huned Gandhi**  
MD, Air & Sea Logistics  
Indian Subcontinent  
DACHSER

**Infrastructure developments are critical to meet demand & build supply chain resilience**



### LOOKING AHEAD

- ➔ Increasing domestic demand supports a healthy volume of imports, positioning the country as a balanced logistics partner.
- ➔ Air India's upcoming route enhancements, from Delhi and Mumbai to cities such as Bangkok, Frankfurt, and Singapore underscore India's relevance as a transit hub for global air cargo.

## Supply chains break down due to delay

“ India is investing in air cargo infra to satisfy growing domestic and global demand. Through the National Infrastructure Pipeline, over US\$ 18 billion has been allocated for airport expansion and cargo modernisation. Delhi and Mumbai airports are improving their cargo terminals. Bengaluru recently unveiled India's largest Greenfield DCT. Use of digitalisation initiatives, such as real-time tracking systems and automated cargo handling, is increasing productivity. The government is modernising 150 regional airports.”



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

**Airports such as Delhi, Mumbai and Bengaluru are improving their cargo terminals**

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# BCBA & VPPL launch custom documentation course

Vadhvan Port Project Ltd has launched one-month course under the Vadhvan Port Skilling Programme on Custom Documentation in association with Brihanmumbai Customs Broker Association. It is to equip trainees with customs processes, documentation and procedures vital for functioning of ports.



CT Bureau

The custom documentation course was launched by Unmesh Sharad Wagh, IRS, Chairman, JNPA and CMD, VPPL, in the presence of Rajeev Sinha, Advisor, JNPA and VPPL, Sanjeev Harale, President, BCBA, Paresh Thakkar, Senior Vice President, BCBA, Dushyant Mulani, Chairman, FFAI and Past President BCBA, and other senior officials from BCBA.

The course, designed in collaboration with the BCBA, is set to equip participants with knowledge of customs processes, documentation, and

procedures vital for the functioning of ports. Wagh said, "The launch of this course is a key step in enhancing the employability of our local youth, providing them with skills that are vital for the growth of Vadhvan Port and the broader maritime industry. We believe in moving beyond conversations to meaningful action that equips young people for tomorrow's opportunities. This is just the beginning, and we are committed to expanding this program and many other programs across various sectors to further empower the community."

The custom documentation course is designed to

equip candidates from Palghar and nearby areas of Vadhvan Port with knowledge and practical skills required in customs clearance and logistics. Spanning four weeks with 100 hours of training, the course is conducted in a classroom setting at the BCBA office in Nariman Point, Mumbai, and includes hands-on practical inputs. The curriculum covers key areas such as import-export procedures, customs documentation, clearance processes, and compliance requirements, offering participants a real-world understanding of port and logistics operations.

The Vadhvan Port Skilling Programme was launched

with a vision to provide meaningful opportunities for the local youth. To reach out to a wider audience, VPPL introduced a WhatsApp Chatbot to interact with the youth of Vadhvan and encourage their participation. This innovative initiative has made it easier for potential candidates to access information and register for the programme.

The Vadhvan Port Skilling Programme will continue to evolve with additional batches to cater to the growing demand, ensuring that the youth of Vadhvan are well-equipped to contribute to the port's development and the nation's maritime growth.











# FIATA to focus on global crises, sustainability & digitisation

FIATA and ACAAI are all set to jointly organise FIATA Region Asia-Pacific Field Meeting 2025 from 21 to 24 May in New Delhi. It will provide an opportunity for professionals, forwarders and trade bodies across Asia-Pacific region to engage with global industry leaders and discuss future of supply chain innovation.



The FIATA Region Asia-Pacific (RAP) Field Meeting is an annual gathering, held globally where logistics experts discuss industry trends, innovations and policy frameworks to shape the global trade future. Being held in India for the first time, the event will bring together experts from across the world to explore and discuss tech in forwarding, emerging trade corridors, economic policies and sustainable logistics.

Jivisha Joshi, Deputy Secretary, DPIIT, Union Ministry of Commerce and Industry, said, "The FIATA RAP meet will benefit industry leaders through enhanced networking opportunities with key stakeholders across the region, access to industry insights



**Jivisha Joshi**  
Deputy Secretary, DPIIT  
Ministry of Commerce and Industry



**CK Govil**  
President  
ACAAI



**Samir J Shah**  
Vice President  
ACAAI

“Air cargo in India is experiencing rapid growth, driven by sectors such as e-commerce, pharma, and agri exports.”

“India is emerging as a logistics hub, and we believe it is perfect to showcase our capabilities and engage in dialogue.”

“The progress made will be on show for all our delegates. India is fulcrum of regional and global trade.”



and discussions on emerging trends (logistics, sustainability practices, multimodal transportation), promotion of regional collaboration to strengthen Asia-Pacific (APAC) logistics networks and through focused dialogue on addressing local challenges and identifying solutions. Air cargo industry is experiencing rapid growth, driven by e-commerce, pharma, and agricultural exports. It is projected to reach 10 MMT by 2030. This event will highlight the importance of air cargo in India's logistics sector and pro-

vide a platform for leaders to discuss growth opportunities and challenges.”

CK Govil, President, ACAAI, said, "It is an opportunity to exchange ideas, foster innovation and build collaborations. India is rapidly emerging as a logistics hub, a growing economy and a dynamic cargo industry. We believed it is the right time to showcase our capabilities and engage in dialogue with global stakeholders. This event is more than just a meeting—it is a platform to spark trans-

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**M Afzal Malbarwala**  
*Managing Director, Galaxy Freight  
 and Past President ACAAI*



**Keshav Tanna**  
*Director  
 Links Forwarders*



**J Krishnan**  
*Board of Advisor  
 ACAAI*

“The RAP Field meeting will help cargo agents in the country to take their issues on an international level.”

formation. We envision it as a catalyst for regional and global collaboration, knowledge sharing and policy discussions that can shape the air cargo’s future. It is about charting new paths, embracing digitalisation, sustainability and multimodal connectivity, and reinforcing APAC’s role in global trade.”

“The progress made in India will be on show for all our delegates. India is the fulcrum of regional and global trade. The seminar will have 25 speakers covering international and regional issues, sustainability and future engagements. This event should not be missed,” said Samir J Shah, Vice President, ACAAI.

“An important aspect of FIATA’s activities is to prepare the next gen conduct business in logistics.”

“FIATA as a body doing exceptional work worldwide. It has presence and support from South America, Europe and Asia. Together with ACAAI, it will be helpful for Indian agents to take their issues on a global level. The event will provide a platform to discuss various challenges and their solutions,” M Afzal Malbarwala, MD, Galaxy Freight and past president, ACAAI, said. “FIATA has compartmentalised its members in four regions—Africa, ME, Americas, Europe and APAC. All these regions unite once a year at an annual global event.”

An important aspect of FIATA’s activities for the benefit of its’ members is the

“APAC region is the inflection point and the timing of this event in India cannot be more appropriate.”

FIATA Logistics Institutes that imparts training through FIATA Diploma courses in

freight forwarding, thereby preparing the next gen to conduct their business in logistics,” said Keshav Tanna, Director, Links Forwarders.

“The dynamics of the world trade is facing a tectonic shift. APAC region is the inflection point and the timing of this event in India cannot be at a more opportune moment. Exchanging new avenues to ensure the adverse effects of shifting trade imbalances amongst the significant supply chain managers of this region is a “God send” for renewing and readjusting the existing partnerships and forging new alliances for the Indian supply chain. It is the logistics service providers of the 21<sup>st</sup> century who proactively interact with the export and import trade offering cost-effective solutions and alternate routing. Today’s India is a serious player in world trade arena,” said J Krishnan, Board of Advisor, ACAAI.



**KEY HIGHLIGHTS**

- ▶ **Future of freight**
  - How AI and automation are transforming freight and logistics
- ▶ **Sustainable logistics:**
  - Net zero emissions: Challenges and opportunities for the logistics sector
- ▶ **India as global logistics hub**
  - Infrastructure developments: Ports, airports, and multimodal connectivity
  - Government policies supporting logistics growth
  - India’s role in the global supply chain shift
- ▶ **Trade facilitation & policy reforms in APAC**
  - Customs digitisation and trade facilitation measures
  - The role of free trade agreements (FTAs) in boosting logistics
  - Cross-border challenges and solutions in the RAP region
- ▶ **Resilience in global supply chains**
  - Managing supply chain disruptions (pandemics, conflicts, climate risks)
- ▶ **FIATA’s role in shaping future of logistics**
  - FIATA’s initiatives for industry growth and policy advocacy
  - Collaboration between FIATA RAP members for regional development
  - Future outlook: What’s next for global freight forwarding?



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# Embracing digital tools to improve logistics efficiency



India is investing in modernising and expanding airports, and aiming to increase cargo handling capacity. The government’s focus on expanding international routes and improving customs procedures also contributes to India’s growing role, says **Turgut Erkeskin, President, FIATA**.



Ritika Arora Bhola

**What do you hope attendees will take away in terms of networking or collaboration opportunities at the FIATA RAP meeting?**

This event offers an opportunity for professionals to build meaningful relationships that can last beyond the event. For instance, collaborations between airports, airlines, and logistics providers can lead to efficient operations and resilient supply chains. One example is the recent collaboration between Singapore Airlines Cargo and DHL to establish a seamless digital tracking system, allowing both parties to enhance service levels and improve customer experience.

Attendees should leave with an understanding of how partnerships across the air cargo ecosystem—spanning multiple regions and sectors—can help address challenges such as sustainability, efficiency, and technological innovation. Collaborative opportunities are key to tackling the issues the industry faces, and this event provides a platform for such discussions.

**How do you think this event will contribute to the air cargo industry’s growth?**

The involvement of established and emerging market players will encourage the exchange of ideas and expertise. It is through such discussions the air cargo industry can move forward, adapting to



**Turgut Erkeskin**  
President  
FIATA

challenges and creating new opportunities for growth. By bringing stakeholders from across the globe under one platform, this event will help shape the future of the sector. It will lay the foundation for a resilient, efficient, and sustainable industry capable of meet-

**“Delhi and Mumbai Airports are frequently congested, which leads to delays in cargo handling.”**

ing the demands of the modern supply chain.

**How do you assess India’s role in the global air cargo market and what opportunities does it have?**

India has become a key player in the global air cargo market, with major investments in infrastructure and policy. The country is experiencing rapid





growth in both manufacturing and consumption, which increases the demand for air cargo, particularly for high-value and time-sensitive goods such as electronics, pharma and perishable goods.

Opportunities include India's investment in modernising airports, such as the expansion of Delhi airport, which is projected to increase its cargo handling capacity. The government's focus on expanding international routes and improving customs procedures also contributes to India's growing role. For instance, in 2023, India's National Civil Aviation Policy was updated to boost air cargo by introducing lower landing charges for freighters and facilitating smoother processes for e-commerce companies. However, challenges persist. Airports such as Delhi and Mumbai are frequently congested, which leads to delays in handling and increased operational costs. Also, labour shortages and varying state-level regulations can complicate operations for air cargo providers.

### What advice would you give to smaller and emerging firms looking to collaborate with industry giants?

Smaller firms often bring agility and innovation to the ta-

ble, which can be beneficial to larger players. The key to successful collaboration is finding niche areas of expertise that complement the capabilities of bigger companies. For example, smaller forwarders can partner with global carriers to handle last-mile delivery or to provide specialised handling services that larger firms may not be equipped for. Small firms should focus on leveraging technology—many emerging players have been successful by adopting innovative technologies early on. A proactive approach to networking, especially through industry events such as this, is essential. Partnerships should be seen as mutually beneficial, where both sides bring valuable resources to the table.

### How do you view partnerships between airports, airlines and logistics providers for improving cargo efficiency?

The industry is moving away from traditional silos, and collaboration between airports, airlines, and logistics providers is essential for improving efficiency. For example, the Air Cargo Community Systems in Frankfurt Airport and Hong Kong International have enabled seamless data exchange between these parties, helping streamline processes such as customs clearance, cargo handling, and route optimisation. There is also a growing trend of joint investment in infrastructure, such as shared cargo terminals. The Amsterdam Schiphol Airport has invested in a cargo hub, where airlines and forwarders collaborate to share resources and reduce TATs. Such part-



nerships are improving air cargo efficiency.

### Given the global push toward sustainability, what role does FIATA play in driving this change?

As a sector, there is a collective effort to reduce the environmental impact. A key area of focus is adoption of SAF, which reduced emissions from air travel. Many in the industry are adopting more energy-efficient technologies, including the use of EVs for ground handling and advanced cargo handling systems to reduce emissions at airports. FIATA works closely with industry stakeholders to advocate for sustainable practices and policy reforms. FIATA's role includes promoting innovation in green technologies as well as encouraging the industry to adhere to best practices that reduce environmental footprints. Looking ahead, FIATA will continue to support the development and implementation of environmentally responsible logistics solutions across the supply chain.

### Any emerging trends that you believe will dominate the discussions?

The digitalisation of the industry will dominate discussions

at this event. Increasing reliance on blockchain technology for improving transparency and security in supply chains will be a focal point. Maersk and IBM have launched blockchain-powered solutions that allow for secure and real-time tracking of goods throughout their journey. AI and automation are becoming central to the industry, with companies such as DHL using drones for inventory checks and autonomous vehicles for ground handling. These technologies promise to reduce human error and improve efficiency, making the supply chain more resilient. E-commerce will also be a central topic, as businesses seek faster and reliable air cargo solutions to meet the growing demand for express shipping, particularly considering the ongoing boom in

### SMEs must focus on leveraging tech—many players have been successful by adopting innovative technologies early on

online shopping. These trends will dominate because of their current relevance but also because of their potential to shape the future of air cargo.

### Despite disruptions and geopolitical challenges, how should forwarders gear up in a volatile market?

In a volatile market, forwarders must be agile and ensure a resilient logistics supply chain. A good example would be the way some forwarders have already started adopting dynamic pricing models to respond to fluctuating demand and costs.

Success lies in fortifying relationships across the supply chain. For instance, forwarders working closely with airlines, ports, and customs authorities can offer resilient services, ensuring quicker adaptations to disruptions. Investing in data-driven solutions is essential. 🚀

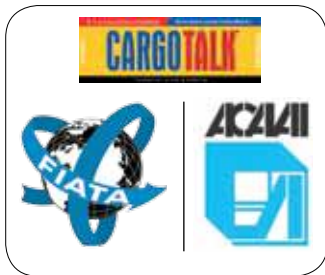
# ‘Forging trade relations through collaboration’

Ahead of the upcoming FIATA Region Asia-Pacific meet being held in New Delhi from 21 to 24 May, **CK Govil, President, The Air Cargo Agents Association of India**, which is jointly hosting the meet with FIATA shares it was the perfect time to showcase our capabilities and engage in meaningful dialogue.



**W**hat inspired you to organise this global cargo event, and how do you envision it impacting the industry?

As the ACAAI President, what inspired us to host the FIATA RAP meeting in India was the opportunity to bring the global air cargo community on our soil to exchange ideas, foster



innovation, and build stronger collaborations. India is rapidly emerging as a logistics hub with robust infrastructure, a growing economy and a dynamic industry. We believed it was the perfect time to showcase our capabilities.

This event is more than just a meeting—it is a platform to spark transformation.

We envision it as a catalyst for regional and global collaboration, knowledge sharing, and policy discussions that can shape the future of air cargo. It is about charting new paths, embracing digitalisation, sustainability, and multimodal connectivity, and reinforcing the role of the Asia-Pacific (APAC) region in global trade.

**How have you seen the sector evolve in the past few years and how will this event address those changes?**

The sector has undergone a transformation in recent years. We have seen accelerated digitalisation, a heightened focus on sustainability, and a shift in trade patterns driven by geopolitical dynamics and e-commerce growth.

The pandemic was the turning point, highlighting the critical role of air cargo in ensuring supply chain continuity, especially for essentials.



**CK Govil**  
President, The Air Cargo Agents Association of India

Post-pandemic, the emphasis has shifted toward building resilience, adopting technology such as Artificial Intelligence and blockchain, and embracing agile, multimodal logistics solutions. Regulatory frameworks are evolving, and customer expectations are becoming more demanding. This FIATA RAP event is designed to address these changes. Through focused dialogues, knowledge sessions, and collaborative networking, we aim to explore strategies for innovation, digital transformation, greener logistics, and policy alignment.

**Any emerging trends in air cargo you believe will dominate the discussions?**

Several emerging trends are shaping air cargo’s future and will dominate discussions at the FIATA RAP meet. First, digital transformation continues to be a central theme—with AI, blockchain, and data-driven logistics enhancing visibility, efficiency, and security. E-commerce growth is pushing the industry to become faster and agile. Second, there is an emphasis on sustainability and

**“ Covid was the turning point. It highlighted the vital role of air cargo in ensuring supply chain continuity.”**

green logistics. Stakeholders are exploring carbon-neutral operations, sustainable fuel, and cleaner ground handling processes. Third, multimodal integration is becoming a priority. The ability to connect air, sea, road, and rail is key to meeting today’s global trade demands—especially in the Asia-Pacific region. Resilience and risk management in the face of global disruptions, be it pandemic, conflicts, or supply chain bottlenecks, will be at the forefront. This RAP field meeting is the perfect stage to delve into these trends, share international best practices, and explore strategies to prepare our industry for what lies ahead.





### What do you hope attendees will take away in terms of networking or collaboration opportunities?

One of the greatest strengths of the FIATA RAP meeting is its power to connect minds from across the globe. I hope attendees leave with not just insights, but meaningful relationships, built on shared goals and a collective vision for the air cargo future. This RAP meeting provides a platform for dialogue between industry leaders, regulators, technology providers, and forwarders. I hope attendees see India as a willing and capable partner in global logistics—a country that is open, innovative, and ready to co-create solutions to drive the next wave of transformation in the industry. Networking at this event is not about exchanging business cards, it is about planting the seeds of future partnerships that can shape global trade's direction.

### What advice do you have for smaller and emerging firms looking to collaborate with industry giants?

My suggestion to smaller and emerging companies is simple: Be bold, be innovative, and stay committed to excellence. In today's interconnected logistics ecosystem, size matters less than value. If you can offer agility, niche expertise, digital capabilities, or local insights, larger players will see the value in partnering with you. Focus on building credibility through consistent service, transparency, and technology adoption.

### How do you see partnerships between airports, airlines and logistics providers evolving to improve efficiency?

The future of cargo efficiency lies in seamless collaboration between airports, airlines, and logistics providers. These



partnerships are evolving from transactional ties to integrated, strategic alliances focused on end-to-end visibility, speed, and resilience. We are seeing a push toward digital linkage with stakeholders sharing data in real-time to reduce bottlenecks, optimise capacity, and improve handling. Cargo community systems, AI-driven forecasting, and automated warehousing are all examples of digital synergy. Joint initiatives around green corridors,

alternative fuels, and carbon offset programmes are possible through collaboration across the chain. Airports are positioning themselves as logistics hubs, partnering with airlines and forwarders to streamline customs, expand infra, and create multimodal linkages. These partnerships will redefine efficiency, not in terms of speed or cost, but in terms of resilience, adaptability, and sustainability in an evolving trade environment. ✨

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# India gateway for Vietnamese goods to South Asian markets

To boost air cargo volumes between Vietnam and India, businesses of both countries should strengthen partnerships between the airlines and freight forwarders to create direct and frequent cargo flights, says **Đào Trọng Khoa, President, VLA.**



**H**ow important are events like the RAP meeting for the global stakeholders to meet, greet, network, and collaborate with each other?

In the context of global economic instability—ranging from inflation, supply chain disruptions, to trade protectionism and complex tariff changes between the USA and China—events like the FIATA RAP Field Meeting are becoming essential.

They provide opportunities for stakeholders in the logistics industry to meet, exchange views, and stay updated on global trends and serve as a platform to build trust, strengthen cross-border



**Dao Trong Khoa**  
President, Vietnam Logistics Business Association

der cooperation, and jointly find solutions to emerging challenges. Face-to-face interactions at such events help “soften” economic tensions through dialogue, business networking, and by promoting greater connectivity across regional and global supply chains—a significant factor in today’s unpredictable world.

## How would you describe the air cargo trade between Vietnam and India?

As per Vietnam Customs data, bilateral trade between Vietnam and India reached US\$ 15 billion in 2024, up 4.5 per cent from 2023. In exports, phones and components led with US\$ 1.68 billion (up 4.5 per cent, accounting for 17.5 per cent of total exports), followed by computers, electronic products, and components at US\$ 1.5 billion (15.6 per cent) and machinery and parts at US\$ 947 million (9.8 per cent). This reflects steady demand from India for Vietnam’s industrial goods. Several Vietnamese export sectors posted growth in 2024, such as tea (up 18.7 per cent), wood and wood products (18 per cent), seafood (12 per cent),



rattan/bamboo/straw products and carpets (11 per cent), plastic products (10.4 per cent), textiles and garments (9.5 per cent), chemicals and chemical products (9.5 per cent), and cereals, rubber products, and fibres (10 to 11 per cent).

India remains a supplier of raw materials and finished goods to Vietnam, including steel, chemicals, pharma, textiles, and animal/seafood feed. Air cargo between Viet-

**“ Air cargo between Vietnam and India is on a growth trajectory, though not yet optimised.”**



nam and India is on a growth trajectory, though not yet optimised. Pharmaceuticals, electronic components, medical tools, high-end garments, and seafood are sectors, which utilise air freight. Vietnam is a hub for electronics manufacturing, while India is a pharmaceutical centre. The recent launch of direct flight routes is promising.

## How do you assess cargo infrastructure in Vietnam, especially at Tan Son Nhat International and Noi Bai International?

Infrastructure at Vietnam’s two major airports—Tan Son Nhat (Ho Chi Minh City) and Noi Bai (Hanoi)—is under pressure, particularly Ho





Chi Minh City. While both airports have set up cargo logistics centres, current capacity and warehouse space remain limited compared to demand. The government is pushing forward with development of Long Thanh International Airport, envisioned as a new global air logistics hub capable of handling up to 5 million tonnes of cargo annually. Noi Bai's cargo terminal is being expanded. Given infrastructure limitations, we believe investment in technology, SCM, and intermodal connectivity will enhance the efficiency and effectiveness of Vietnam's air cargo operations.

### Today, the world seeks to ship to India. Do you look at India as a potential trade and investment destination?

India is emerging as a new global manufacturing hub, supported by its large population, expanding middle class, and the Make in India initiative to promote domestic production and attract foreign investment. Vietnam Logistics Business Association (VLA) values the trade and investment potential with India, given the long-standing friendship between the two nations.

Vietnam and India set up diplomatic ties in 1972 and elevated ties to a Comprehensive Strategic Partnership nine years ago. India is now one of Vietnam's top eight trading partners and its largest trading partner in Southasia, accounting for 80 per cent of Vietnam's exports to the region. Vietnam ranks as India's 17<sup>th</sup> largest inter-



national trading partner and fourth largest within ASEAN.

India's geographical location makes it a gateway for Vietnamese goods to access Southasian markets and Vietnam is seen as a gateway for Indian goods into ASEAN and Vietnam's trade partner countries.

The nature of the two nations' trade structures is a major factor behind the rapid and positive development of Vietnam-India economic ties.

### Vietnam govt is promoting collaboration within the India-ASEAN Economic Corridor & East-West Economic Corridor

These are the very reasons why VLA was approved by Vietnam's Ministry of Industry and Trade to organise a National Trade Promotion Programme in India in May 2025—a key mission to participate in the FIATA RAP meet.

### Are Vietnamese air cargo and logistics companies investing in smart logistics and Artificial-Intelligence to streamline operations?

Digitalisation and application of AI are inevitable trends in

air freight, essential for improving efficiency, reducing costs, and enhancing accuracy. In Vietnam, several leading logistics firms have started investing in smart management systems (TMS/WMS), real-time cargo tracking using IoT, and AI to forecast demand or optimise routing. About 70 per cent of VLA's member firms have applied digital or Industry 4.0 technologies to varying degrees. These applications remain scattered and are not yet synchronised across all stages of the supply chain. Vietnam is promoting a National Digital Transformation Strategy for logistics sector through 2030, with a vision to 2045.

### How are logistics firms in Vietnam balancing the demand for fast, efficient transport with environmental sustainability goals?

Logistics firms balance speed with sustainability. Initiatives include investing in electric vehicle fleets, using recycled packaging and optimising delivery routes to reduce emissions. Participation in green initiatives such as Carbon Border Adjustment Mechanism or compliance with ESG standards is promoting firms to adopt sustainable logistics practices.

### How does Vietnam view itself as logistics hub in Southeast Asia in relation to trade with India?

Vietnam is positioning itself as a key logistics hub in

Southeast Asia, thanks to its strategic location. The Vietnamese government has approved a plan to develop the national logistics system. It is investing in deep-sea transshipment ports, airports, and interregional economic corridors. With relation to the country, Vietnam is promoting collaboration within frameworks such as the India-Association South Eastern Nations (ASEAN) Economic Corridor and initiatives such as the East-West Economic Corridor, which links Vietnam with Laos, Myanmar, and Thailand.

### How can Indian and Vietnamese logistics companies collaborate to grow air cargo volumes?

To boost the air cargo volumes between Vietnam and India, businesses of both countries should strengthen partnerships between the airlines and freight forwarders to create direct and frequent cargo flights. There is a need to develop shared logistics infrastructure such as bonded warehouses and cargo consolidation hubs. Collaboration on digital platforms to facilitate cargo tracking and customs clearance. Encouraging trade in high-value and time-sensitive goods. Leverage trade promotion programmes and business matching events, such as the FIATA RAP Field Meet 2025 organised in New Delhi, to deepen relations and explore new logistics opportunities. ✨

# Hike in electronic goods in March 2025

## Trade: Export

Sl. No.	Commodities	Values in Million USD				% Change	
		MAR '24	APR '23- MAR '24	MAR '25	APR '24- MAR '25	MAR '25	APR '24- MAR '25
1	Tea	73.18	826.07	81.41	923.89	11.25	11.84
2	Coffee	189.69	1286.28	264.04	1805.57	39.20	40.37
3	Rice	1095.12	10416.71	1178.59	12472.06	7.62	19.73
4	Other cereals	28.21	517.79	27.82	270.88	-1.37	-47.69
5	Tobacco	121.37	1449.54	138.30	1979.00	13.95	36.53
6	Spices	574.91	4248.56	520.54	4451.48	-9.46	4.78
7	Cashew	28.95	339.20	25.31	338.20	-12.58	-0.30
8	Oil meals	142.33	1713.98	117.17	1344.39	-17.67	-21.56
9	Oil seeds	134.07	1437.02	111.67	1344.34	-16.71	-6.45
10	Fruits & vegetables	438.48	3661.79	476.05	3869.50	8.57	5.67
11	Cereal preparations & miscellaneous processed items	270.82	2852.83	279.91	3101.26	3.35	8.71
12	Marine products	525.19	7372.00	675.17	7405.00	28.56	0.45
13	Meat, dairy & poultry products	415.35	4527.29	484.40	5096.46	16.62	12.57
14	Iron ore	268.99	3913.86	237.91	2082.72	-11.56	-46.79
15	Mica, coal & other ores, minerals, including processed minerals	486.61	4682.23	517.49	5007.79	6.35	6.95
16	Leather & leather products	343.10	4282.53	355.04	4370.68	3.48	2.06
17	Ceramic products & glassware	373.06	4277.40	355.99	3987.60	-4.57	-6.78
18	Gems & jewellery	2619.12	32706.94	2897.32	29814.92	10.62	-8.84
19	Drugs & pharmaceuticals	2805.71	27851.70	3681.51	30467.32	31.21	9.39
20	Organic & inorganic chemicals	3798.98	29381.51	2868.81	28699.40	-24.48	-2.32
21	Engineering goods	11266.67	109300.95	10824.55	116670.03	-3.92	6.74
22	Electronic goods	3522.09	29122.88	4563.48	38579.77	29.57	32.47
23	Cotton yarn/fabs./made-ups, handloom products etc.	1094.18	11683.50	1117.81	12055.88	2.16	3.19
24	Man-made yarn/fabs./made-ups e tc.	439.36	4679.14	435.64	4869.44	-0.84	4.07
25	RMG of all textiles	1472.82	14532.19	1531.33	15989.33	3.97	10.03
26	Jute mfg, including floor covering	28.43	338.85	34.60	384.10	21.67	13.35
27	Carpet	129.00	1395.15	137.41	1541.09	6.52	10.46
28	Handicrafts, excl. handmade carpet	279.49	1802.29	130.42	1766.57	-53.34	-1.98
29	Petroleum products	5415.87	84156.72	4901.68	63341.02	-9.49	-24.73
30	Plastic & linoleum	794.19	8091.96	806.61	8919.41	1.56	10.23
	<b>Sub-Total</b>	<b>39175.32</b>	<b>412848.87</b>	<b>39777.98</b>	<b>412949.12</b>	<b>1.54</b>	<b>0.02</b>
	<b>GRAND TOTAL</b>	<b>41692.74</b>	<b>437072.03</b>	<b>41968.30</b>	<b>437416.52</b>	<b>0.66</b>	<b>0.08</b>

Note 1: Exports include Re-Exports.

Note 2: The figures for MAR 2025 are provisional. Note 3: Grand total is inclusive of component 'Other

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



# Petroleum imports grew in March 2025

## Trade: Import

Sl. No.	Commodities	Values in Million USD				% Change	
		MAR '24	APR '23- MAR '24	MAR '25	APR '24- MAR '25	MAR '25	APR '24- MAR '25
1	Cotton raw & waste	48.80	598.66	79.04	1219.32	61.97	103.67
2	Vegetable oil	1065.06	14871.66	1231.59	17333.14	15.64	16.55
3	Pulses	572.67	3746.78	438.39	5477.28	-23.45	46.19
4	Fruits & vegetables	241.90	2920.57	284.98	3268.19	17.81	11.90
5	Pulp and waste paper	171.35	1856.67	151.13	2014.08	-11.80	8.48
6	Textile yarn fabric, made-up articles	160.82	2277.57	192.95	2475.53	19.97	8.69
7	Fertilisers, crude & manufactured	517.88	10456.90	617.26	10225.63	19.19	-2.21
8	Sulphur & unroasted iron pyrites	16.76	211.18	30.02	325.55	79.14	54.16
9	Metaliferrous ores & other minerals	763.31	9480.23	791.14	11094.52	3.65	17.03
10	Coal, coke & briquettes, etc.	3220.43	38881.93	2248.52	31093.13	-30.18	-20.03
11	Petroleum, crude & products	16342.38	178732.70	19008.41	185779.31	16.31	3.94
12	Wood & wood products	527.65	6421.94	528.83	6971.46	0.22	8.56
13	Leather & leather products	54.18	912.78	74.43	982.02	37.37	7.59
14	Organic & inorganic chemicals	2122.20	26701.59	2258.64	28423.03	6.43	6.45
15	Dyeing/tanning/colouring materials	304.70	4928.50	354.74	4266.92	16.42	-13.42
16	Artificial resins, plastic materials, etc.	1756.27	22212.13	1882.24	22509.44	7.17	1.34
17	Chemical material & products	866.25	12743.11	1256.47	12819.23	45.05	0.60
18	Newsprint	29.75	425.50	24.40	413.96	-17.99	-2.71
19	Pearls, precious & semi-precious stones	2485.16	23831.51	2142.85	18014.04	-13.77	-24.41
20	Iron & steel	1622.51	23733.73	1777.16	22639.99	9.53	-4.61
21	Non-ferrous metals	1860.16	21428.62	2105.40	24653.52	13.18	15.05
22	Machine tools	410.47	4834.13	489.18	5662.44	19.17	17.13
23	Machinery, electrical & non-electrical	4153.25	48870.48	4654.08	53547.38	12.06	9.57
24	Transport equipment	3427.64	30720.80	2552.48	33154.82	-25.53	7.92
25	Project goods	284.58	1321.40	36.30	1077.59	-87.25	-18.45
26	Professional instrument, optical goods, among others	753.10	7760.54	816.57	8413.06	8.43	8.41
27	Electronic goods	7538.54	87856.99	9426.12	98729.98	25.04	12.38
28	Medicinal & pharmaceutical products	680.71	8243.54	742.20	8937.29	9.03	8.42
29	Gold	1532.42	45542.24	4476.59	58006.46	192.13	27.37
30	Silver	816.59	5438.32	119.30	4827.26	-85.39	-11.24
	<b>Sub-Total</b>	<b>54347.50</b>	<b>647962.68</b>	<b>60791.41</b>	<b>684355.56</b>	<b>11.86</b>	<b>5.62</b>
	<b>GRAND TOTAL</b>	<b>57027.14</b>	<b>678214.77</b>	<b>63507.20</b>	<b>720242.89</b>	<b>11.36</b>	<b>6.20</b>

Note 1: Imports include Re-Imports. Note 2: The figures for MAR 2025 are provisional.  
Note 3: Grand total is inclusive of component 'Other'.

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



# BCBA & JNPA to hone youth skills Palghar district

With initiatives like skill development programmes for youth around major infrastructure projects like Vadhvan Port, BCBA is preparing a future-ready workforce that understands compliance as well as technology. This will be critical for sustaining growth of the sector, said **Sanjeev Harale, President, BCBA**.



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**E**laborate on JNPA's link with BCBA to boost skill development and to conduct training programmes for students. How did it start?

The launch of this course marks a significant milestone in our joint efforts to improve the employability of local youth by equipping them with industry-relevant skills that are critical for the development of Vadhvan Port and for the maritime logistics sector. Customs brokers play a vital role in ensuring the smooth clearance of import and export cargo and their operations are spread across three major ports in the Mumbai region. In addition to these three ports there are around 33



**Sanjeev Harale**  
President,  
BCBA

CFCs operating out of Nhava Sheva, all of which are integral to cargo clearance and require considerable workforce to function efficiently. Recognising this demand for trained manpower, the JNPA initiated discussions with the BCBA to explore how we could contribute to local capacity building. That dialogue has led us here

to the rollout of a structured skill development programme that opens doors for youth employment and strengthens the logistics ecosystem by ensuring a ready pipeline of trained professionals. I would like to acknowledge contribution of our Senior VP Paresh Thakkar, who took the lead, working closely with our team in steering this project forward.

**Tell us about the exclusive curriculum designed for students?**

The customs documentation course is thoughtfully designed to empower the candidates with the essential foundational knowledge and practical skills needed to build a career in the customs brokerage and logistics industry. This four-week intensive programme spans 100 hours of structured training and is conducted in a classroom en-

vironment at the BCBA office located at Nariman Point, Mumbai. What makes this course especially valuable is its hands-on approach. We have ensured that participants not only learn the theoretical

**“Major challenge is absence of a structured entry-level logistics course tailored specifically for freshers.”**

aspects of the trade but also gain practical exposure to how customs documentation and clearance work in real-world scenarios. The curriculum has been curated to address key operational areas such as import-export procedures, documentation formalities,

Contd. on next page ►





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clearance workflows, and regulatory compliance. Our aim is to bridge the gap between academic understanding and industry expectations, so that when these trainees step into the field, they are confident, job-ready, and equipped to contribute meaningfully to the customs clearance and logistics ecosystem, especially as opportunities grow with the development of Vadhvan Port.

**What are the future opportunities for those who will complete the training course?**

The logistics industry, particularly the customs brokerage sector, has a growing need for trained manpower. Yet, one of the major challenges faced over the years was a lack of a structured entry-level course tailored specifically for freshers who wish to join this field. With the introduction of this new curriculum, we are bridging that gap. This course provides a defined pathway for aspiring professionals to gain relevant knowledge and practical skills that make them suitable for immediate on-boarding. For customs brokers, it simplifies the recruitment process, they now have access to a pool of candidates who are familiar with the basics of documentation and clearance processes and understand the compliance and operational aspects involved. The programme is not just a one-time initiative. We envision it as the start of a continuous learning ecosystem. With regular batches, we are creating a sus-



tainable pipeline of employable youth who can contribute to the industry over the long term. To support this vision, we are encouraging customs brokers to offer internship opportunities to these trained candidates, providing them with real world exposure and a modest stipend to get started. It is a win-win: the industry gets capable hands, and the youth get meaningful career opportunities in a sector with long term potential.

**What is your vision for custom brokers in next five to 10 years in view of digitalisation and evolving trade policies?**

Over the next five to 10 years, I see the role of customs brokers evolving from traditional documentation facilitators to becoming strategic partners in global trade. with digitisa-

tion accelerating across the logistics and trade ecosystem, customs brokers will need to embrace technology not just for compliance, but to enhance visibility, predictability, and efficiency for their clients. As we move toward cloud-based, AI-driven and blockchain-integrated platforms, the customs brokers will be expected to provide insights backed by data analytics, ensure seamless coordination with multiple stakeholders and navigate increasingly complex trade policies with agility. Many of them are already adopting ERP-based systems and automating internal operations, this trend will only grow, make them digitally empowered and customer-centric. Another key area is upskilling. With initiatives like our skill development programs for youth, especially around major infrastructure projects like Vadhvan Port, we are preparing a future-ready workforce that understands both compliance and technology. This will be critical for sustaining growth of the sector. The customs brokers of tomorrow are not just facilitators, they are tech savvy trade enablers, a compliance advisor and a key contributor to India's aspiration of reducing logistics costs and becoming a global trading powerhouse.

**What are the challenges in logistics today?**

One of the foremost challenges is the rising cost of operations, be it due to fuel prices, geo-political situation,

port handling charges, or infra constraints. This is especially concerning for SMEs who are looking to stay competitive in domestic and global markets. Another key challenge is the lack of end-to-end digital integration. While many players have adopted isolated systems, absence of a central platform means there is duplication, delays and inefficiencies. Fragmented infra, unpredictable dwell times, and compliance bottlenecks continue to hit supply chain performance.

**How do you look at the industry growing in the next five to 10 years?**

With the GoI's strong push for reducing logistic costs to under 10 per cent of GDP, several reforms are in, from PMGS to NLP, and MMLPs. The upcoming Vadhvan Port is an example of how infra is being planned with a future vision. India is poised for larger growth, especially in the current global context.



**HIGHLIGHTS**

- Absence of a central platform means there is duplication, delays and inefficiencies.
- The logistics industry, particularly the customs brokerage sector, has a growing need for trained manpower.



# Customs Brokers 2.0 navigate era of international trade

CANOPUS, SaaS on-demand Customs Clearance solution is most trusted and user-friendly tech solution for customs brokers. With this, they can have access to file e-sanchit and SEZ filings and experience a seamless process level tracking too, says **Nitin Master, VP, 3PL Practice, Kale Logistics Solutions.**

Customs officials are primarily considered as gatekeepers tasked with controlling the flow of goods, collecting tariffs, and preventing contraband. Since cross-border trade volume keeps exploding, supply chains globally are becoming more complex. Nowadays, faster clearance, innovation and transparency has become the focal point customs authorities are required to presume the role of a facilitator.

## TECHNOLOGY AS CATALYST

Most visible change in customs operations is rapid increase in adoption of technology. As on date, digitally interchanged documents with e-signature and e-validation are the norm. This practice is silently changing how customs interact with businesses and other government bodies. The most visible change is in terms of e-AWB adoption in India and Brazil. Facilitating these enhancements is AI and ML-related processes that enhance capabilities to improve operational efficiency, reduce administrative cost and build in transparency in the trade



**Nitin Master**  
VP, 3PL Practice  
Kale Logistics Solutions

ecosystem. Customs authorities have a major role to play here as they must lead by example by adopting first.

## ENHANCED COLLABORATION

No single customs agency can manage the complexities of global trade in isolation. The 21<sup>st</sup> century has, therefore, seen a shift toward collaboration, regionally and globally. Customs officials are keen to harmonise rules and procedures and ensure seamless cargo movement between nations, within the continent and beyond. Customs-to-customs cooperation agreements, in-

formation-sharing platforms, and joint enforcement operations have become essential tools in fighting transnational crime and ensuring supply chain integrity.

## SECURITY & COMPLIANCE

While facilitating trade is a priority, customs agencies have expanded their role in protecting national security and public safety. The threats

“ The future of customs will be shaped by tech adoption, global cooperation, security and sustainability. ”

posed by geopolitical tensions, illicit trade cartels, counterfeit products, and uncertainties such as a pandemic have forced customs to adopt a more security-conscious posture. To tackle these, compliance management, supported by sophisticated technology and intelligence networks, has become an integral part of their expanded mission.

## GREEN CUSTOMS AGENDA

On a global level, initiatives by customs authorities aim to strengthen the capacities of customs officers to monitor and control trade in environmentally sensitive commodities, such as ozone-depleting substances and hazardous wastes. And they are involved in ensuring compliance with multilateral environmental

agreements at borders. By integrating environmental considerations into their operations, customs agencies are helping to enforce global sustainability goals, while supporting legitimate green trade.

## ROAD AHEAD

The future of customs will be shaped by a convergence of trends such as accelerating technology adoption, deeper international cooperation, heightened security vigilance, and sustainability. Covid-19 underscored the need for resilient, agile customs systems capable of supporting supply chains even under crisis conditions.

As they continue to evolve, customs authorities worldwide must balance their dual mandates—facilitating legitimate trade and enforcing security—in a landscape characterised by rapid change and increasing complexity. Those that embrace innovation, prioritise partnerships, and remain responsive to global trends will be best positioned to thrive in this new era.

CANOPUS, SaaS on-demand customs clearance solution by Kale is the most trusted tech solution for Indian customs brokers who can seamlessly file documents in a fraction of time. They can have anytime, anywhere access with the facility to file e-Sanchit and SEZ filings and a seamless process level tracking too. It has regular timely updates with faster and secured data relocation. Thousands of Indian customs brokers are leveraging the CANOPUS advantage and realising benefits seamlessly.



# AISATS invests ₹200 crore, unveils MMLP at BLR Airport

AISATS launched MMLP at Kempegowda International Airport Bengaluru (BLR Airport) with an investment of ₹200 crore. It is a step towards enhancing cargo handling capabilities, improving operational efficiencies and catering to rising demand for faster, seamless and more sustainable cargo supply chain.



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Strategically located within the airport premises, the MMLP will play a key role in supporting exporters, importers, freight forwarders and logistics providers, ensuring efficient cargo movement and consolidation services. Spread across eight acres within Bengaluru's fast-growing airport, the MMLP is set to become an important enabler of regional trade.

The logistics park is a cluster of three distinct buildings to serve the cargo community. A modern two-level main warehouse offering more than 240,000 sq. ft., of Grade A warehousing space, designed to serve the freight forwarders, express courier

operators and logistics players. This main warehouse includes a common-user general warehouse space to cater for small and medium enterprises and cold storage warehouse space for pay-per-use access, strengthening inclusivity and competitiveness in the logistics ecosystem. To complement this, there is a 11,000 sq. ft., public bonded warehouse to allow importers and OEMs to securely store and manage their cargo shipments under customs bond. The logistics park also offers an office block with 24,000 sq. ft., of space for customs house agents, logistics companies and support services.

Air India SATS Airport Services (AISATS) will provide trucking services to en-

**The park offers an office block with 24,000 sq. ft., of space for customs house agents, logistics firms and support services**

sure faster, economical and seamless movement of cargo between the logistics park and cargo terminals at BLR Airport. Sustainability being the key focus, it incorporates several eco-friendly initiatives including rainwater harvesting systems, tapping of natural lights and energy efficient LED lighting system across the facility and waste management

based on the reduce, reuse and recycle principle.

Nipun Aggarwal, Chairman, AISATS said, "The AISATS BLR Logistics Park represents an achievement in India's vision for infrastructure-led economic growth. This world-class facility will enhance regional economic prosperity and position Bengaluru and Karnataka as the key hubs for logistics innovation and trade excellence. It aligns perfectly with Air India's vision and commitment towards providing seamless cargo connectivity across India and levelling up the country's burgeoning cargo and logistics sector."

Bob Chi, CEO, APAC Gateway Services of SATS add-



ed, “The AISATS BLR Logistics Park is set to play a crucial role in strengthening Bengaluru’s air cargo capabilities, boosting trade, and reinforcing India’s

**There is 11,000 sq. ft., public bonded warehouse to allow importers and OEMs to securely store and manage their cargo shipments**

position as a leader in industrial and economic development. It will serve as a vital node in accelerating AISATS’ hub handling capabilities across our global network. By streamlining cargo flows and enhancing efficiency at this key gateway, AISATS is not only strengthening its presence in the Indian market but also bolster-



ing international supply chains through the seamless movement of cargo worldwide.”

Ramanathan Rajamani, CEO of AISATS, said, “The AISATS BLR Logistics Park reflects AISATS’ unwavering commitment to advancing India’s logistics ecosystem. By offering world-class infrastructure and cutting-edge technologies, we are dedicated to facilitating efficient cargo movement, driving growth for local businesses, and reinforcing Bengaluru’s position as a major logistics and trade hub.”

port Limited (BIAL) said, “We are pleased to partner with AISATS on this initiative. The AISATS BLR Logistics Park is an addition to our growing cargo ecosystem at BLR Airport, which is the leading exporter of perishables in India and houses the country’s largest DCT by design capacity. This collaboration aligns with our shared vision of building a future-ready, efficient, and connected logistics gateway that supports both domestic growth and global trade.”

Hari Marar, MD & CEO, Bangalore International Air-

**Highlights**

- Spread across eight acres, the MMLP is set to become a key enabler of regional trade.
- This facility will enhance regional economic prosperity and position BLR as logistics hub.

**Impact**

- AISATS will provide trucking services to ensure faster, economical movement of cargo.
- It incorporates rainwater harvesting systems, tapping of natural lights and LED lighting system.





# DCBA celebrates milestone anniversary with camaraderie

Delhi Customs Brokers Association (DCBA) recently celebrated its 53<sup>rd</sup> anniversary, which saw participation of industry leaders, partners and employees. The celebration featured live band performance and networking opportunities. DCBA has played vital role in streamlining supply chains and delivering reliable solutions.







# BIAL handles 500k MT cargo, posts 14% year-on-year growth

With 12 freighters, BLR Airport ensures efficient global connectivity, linking major Singapore, London, Frankfurt, Chicago, and Muscat, while key imports flow in from Shenzhen, Singapore, Shanghai, Hong Kong, and Frankfurt, says **Satyaki Raghunath**, COO, **Bangalore International Airport Limited**.



CT Bureau

For the first time, Kempegowda International Airport, Bengaluru (BLR Airport) has breached the 5 lakh MT mark, handling 5,02,480 MT of cargo in 2024-25. This achievement records 14 per cent year-on-year growth, reinforcing the airport's position as a signifi-

retained its position as India's No.1 airport for perishable exports, reinforcing its role in strengthening the country's agricultural supply chain.

The airport continues to lead in mango and coriander exports, with cargo demand driven by ready-made garments, pharmaceuticals, and machinery parts.



**Satyaki Raghunath**  
Chief Operating Officer  
Bangalore International Airport  
Limited (BIAL)

**“With 12 dedicated freighters, BLR Airport ensures global connectivity, linking major export hubs.”**

“We are excited about the growth of aviation sector in Bengaluru and the country. We believe that the BLR Airport is well placed to serve as the preferred gateway to South and Central India, and our investment in expanding airside, landside, and

terminal capacity positions us perfectly for growth over the next few years. With an investment of over ₹17,000 crore over the next five years, we are well-prepared to support the increasing demands of passenger and cargo traffic in the region,” Satyaki Raghunath, Chief Operating Officer (COO), Bangalore International Airport Limited (BIAL), said.



cant logistics hub in India and global trade.

Cargo growth was driven by a 21 per cent rise in international cargo, totalling 3,21,418 MT, while domestic cargo grew 4 per cent, reaching 1,81,062 MT. For the fourth consecutive year, BLR Airport

With 12 dedicated freighters, BLR Airport ensures global connectivity, linking major export hubs such as Singapore, London, Frankfurt, Chicago, and Muscat, while imports flow in from Shenzhen, Singapore, Shanghai, Hong Kong, and Frankfurt.

## LOOKING AHEAD

- As BLR Airport reflects on a year of growth and achievements, it remains steadfast in its commitment to strengthening its position as one of the region's leading aviation hubs.
- With the ongoing expansion, a focus on operational excellence, and continued investment in customer experience, the airport is well-positioned to sustain its upward trajectory in the years to come.



# Networking, gala dinner at Combined Logistics anniversary

Combined Logistics recently celebrated its 25<sup>th</sup> anniversary. It held an event, wherein awards were given to employees and partners recognising their outstanding contributions. Guests were treated to journey through the firm's history. Later, a gala dinner was organised for the attendees.





# Ecological concerns drive change in 'green' warehousing

Sustainable warehousing has become central to future of logistics in India. As the demand for warehouse space is projected to reach 1.2 billion sq. ft. by 2027. This transformation is driven by dual pressures of environmental imperatives and demand of e-commerce, manufacturing, and retail.



The foundation of sustainable warehousing lies in embedding eco-conscious practices across design, construction, and operations. Green building designs feature innovations such as permeable pavements, green roofs, and drought-resistant landscaping, which reduce stormwater runoff, combat urban heat islands, and encourage biodiversity. Energy efficiency is a cornerstone, with warehouses increasingly integrating solar panels, energy-efficient HVAC systems, and

advanced insulation to slash energy consumption. Technologies such as IoT-driven energy management systems amplify these efforts.

Water conservation is another key pillar. Rainwater harvesting systems, low-flow fixtures, and real-time monitoring are now standard features, aiding groundwater replenishment and curbing waste. Waste management strategies focus on reducing, recycling and responsibly disposing of materials, with prefabricated components used to minimise construction waste. Generally, warehouses are strategically sited near transport hubs to reduce emissions from logistics operations, enhancing efficiency, while delivering environmental benefits.

One of the most notable shifts is the emergence of green leasing. Nascent in India, this practice embeds sustainability commitments into agreements between landlords and tenants. These contracts promote energy efficiency, water conservation, and waste reduction. For in-

stance, landlords might invest in renewable energy systems, while tenants adopt energy-saving operational practices. The result is a win-win dynamic: landlords benefit from higher asset values and longer tenancy durations, while tenants enjoy reduced operational costs and enhanced brand reputation.

“IoT-driven energy management systems amplify green efforts. Water conservation is another key pillar.”

The momentum for sustainable warehousing is underscored by the demand for certifications such as LEED, IGBC, and EDGE. These certifications, increasingly sought by companies, validate eco-friendly efforts and provide a competitive edge in an environmentally conscious market. But challenges persist. High upfront costs, limited access to green technologies, and insufficient awareness are hurdles. Yet regulatory support, including initiatives such as the Energy Conservation Building Code and tax incentives for green buildings, is nudging developers and investors toward sustainability.

Institutional investments reflect this shift. The industrial and warehousing sector in India attracted a record US\$ 6.5 billion in 2024, a 22 per cent rise from the previous year. Of this, US\$ 2.5 billion flowed

into industrial and warehousing projects, accounting for 39 per cent of total real estate investment volumes and surpassing the once-dominant office segment. Green leasing has been a key driver of this growth. Manufacturing and industrial growth in the country was robust throughout last year, which was reflected in the performance of macro-economic indicators such as Manufacturing Purchasing Managers Index and Index of Industrial Production.

Green financing mechanisms offer preferential terms for projects meeting specific environmental criteria, reducing the cost of capital for developers. These instruments align financial incentives with sustainability goals, providing an economic rationale for eco-friendly warehousing facilities. The government's role in fostering sustainable warehousing cannot be understated. Policies such as the ECBC and various tax benefits for green buildings encourage developers to prioritise eco-friendly initiatives.



**Vamshi Karangula**  
Vice President, Industrial & Warehousing, Sumadhura Group

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



# Customised solutions tailored to requirements of warehouse

Our dock levelers have anti-slip checkered platforms and built-in safety features that forklifts from falling off the edge. Dock shelters create a sealed environment to protect goods from weather, dust, and pests, says **Jinali Gandhi**, Director, Global Growth & Expansion, Gandhi Automations.



## What sets your solutions apart from others in the warehouse automation market?

We are offering solutions that enhance warehouse safety, speed, and efficiency. With 30 years of experience, we understand the challenges faced at loading bays and entrance automation. Our solutions are built to withstand heavy loads, high-frequency operations, and tough working conditions, making them dependable. What sets us apart is our precise engineering, uncompromising focus on safety, and ability to deliver solutions tailored to the unique requirements of each warehouse.

## Are your systems customisable based on specific industry needs?

Yes, all our solutions are customisable. Different industries face different challenges—pharma and food warehouses



**Jinali Gandhi**  
Director, Global Growth & Expansion, Gandhi Automations

require air-tight, hygienic doors, while automotive and manufacturing facilities need robust, heavy-duty equipment to manage large volumes. We offer solutions tailored to these

specific needs like high-speed doors for cleanrooms and food processing units, insulated sliding doors for cold storage applications, and rugged dock levelers and dock shelters for industrial use.

## How do you ensure your products are future-proof and scalable as warehouse needs evolve?

We design our products to grow along with our customers' evolving needs. Some of our systems are modular in nature, allowing them to be expanded or upgraded over time. Many of our solutions feature smart control sensors and automation options

**“ We follow global safety standards in design and installation to minimise the risk of accidents.”**

that can integrate seamlessly with warehouse management systems or existing building infrastructure. Our high-speed doors can be linked to sensors and access systems for hands-free operation. Whether a customer is beginning with basic automation or operating a fully smart warehouse, our solutions are







built with the flexibility to adapt to future needs.

**How do your systems enhance safety for workers and goods during loading and unloading?**

Safety is at the heart of all our designs. Our dock levelers have anti-slip checkered platforms and built-in safety features that prevent workers and forklifts from falling off the edge. High-speed doors come with sensors that stop the door if a person or vehicle is detected. Dock shelters create a sealed environment to protect goods from weather, dust, and pests. We follow global safety standards in design and installation to minimise the risk of accidents and prod-

uct damage during loading and unloading.

**Are your products compliant with global safety and environmental standards, such as OSHA or ISO?**

Yes, our products are developed with a focus on global safety and environmental compliance. Gandhi Automations is certified to ISO 9001:2015 for Quality Management, ISO 14001:2015 for Environmental Management, and ISO 45001:2018 for Occupational Health and Safety, showing our commitment to delivering reliable, sustainable, and safe solutions. Our products comply with important European safety standards such as EN 13241-1 for industrial and

commercial doors, EN 12453 for the safe use of power-operated doors, and EN 1398 for dock levelers. These ensure our solutions meet high performance benchmarks, while supporting safety, durability, and environmental responsibility across diverse industries.

**What kind of training do you offer to ensure proper and safe use of your equipment?**

We offer complete support—from installation to after-sales service. Once a product is installed, our team imparts training to the warehouse staff on how to operate it safely and efficiently. We also provide user manuals and basic troubleshooting norms to ensure smooth day-to-day use. For long-term reliability, we offer

Annual Maintenance Contracts and have a service network across India, along with a global presence in over 72 countries. Our trained technicians respond quickly and work to minimise downtime, helping customers maintain uninterrupted operations.

**Once a product is installed, our team imparts training to the warehouse staff on how to operate it safely and efficiently**

**Can automation in this part of the supply chain contribute to reducing a warehouse's overall carbon footprint?**

Yes, automation can help reduce a warehouse's overall carbon footprint. Our solutions are designed to improve energy efficiency and minimise waste. For instance, our high-speed doors operate quickly, which help maintain the indoor temperature. This reduces the load on AC or cold storage systems, saving energy. Our dock shelters and seals prevent outside air, dust, and moisture from entering the warehouse, which improves insulation. Faster loading and unloading saves time and reduces energy use and fuel consumption. 🚚



# DFCs, internal waterways to augment logistics capability

In India, the development of DFCs and internal waterways is set to augment logistics capability, presenting new opportunities for growth. As we look ahead, our focus remains on scaling through digital transformation and maintaining highest service standards, says **Amit Tandon, CEO & MD, Asia Shipping India.**



## How was growth and performance in 2024-25. How did it impact your operations?

The sector witnessed exceptional growth last year, driven by capacity expansion, cutting-edge technological advancements, and focusing on operational excellence and sustainability. The Red Sea crisis and resultant route diversions were a challenge for most part of the year. While rising costs posed another challenge, companies respond-

ed with innovative, sustainable and cost-effective supply chain solutions to enhance efficiency and profitability.

One of the key industry trends shaping this transformation was ecosystem integration, streamlining processes, improving connectivity, and reducing operational expenses. Multimodal transportation has played a pivotal role in optimising supply chains, integrating ocean, air, and road logistics to improve transit times and operational efficiency. In India, the development of DFCs and internal waterways is set



**Amit Tandon**  
CEO & Managing Director  
Asia Shipping India.

effectively and optimise decision-making. By leveraging real-time data insights, we can enhance operational efficiency and ensure seamless logistics management.

IoT-enabled fleet management is another game changer, providing real-time tracking and data-driven insights that optimise routes, minimise disruptions and improve operational control. By monitoring shipments with precision,

**“Multimodal transportation plays vital role in optimising supply chains, improve transit times.”**

to augment logistics capability, presenting new opportunities for growth. As we look ahead, our focus remains on scaling through digital transformation, strengthening our network and maintaining highest standards of service reliability.

## How much have you invested in deploying tech and innovation in your operations?

The logistics industry is undergoing a digital revolution, with businesses investing in advanced technologies to enhance efficiency, transparency, and profitability. These innovations are reshaping global supply chains, making them agile, data-driven, and resilient.

We are at the forefront of this transformation, leveraging cutting-edge AI, data explosion, IoT, and automation to optimise supply chain operations and deliver superior customer experiences. AI-driven predictive analytics are transforming demand forecasting, enabling businesses to anticipate disruptions, manage inventories

we ensure timely deliveries and security for our clients. Automation and blockchain are streamlining logistics by optimising documentation, customs clearance, and workflow management.

## What is your focus on sustainability & green logistics?

With the industry shifting focus towards lowering emissions, energy-efficient logistics and sustainable operations, we focus on reducing CO<sub>2</sub> footprint through smarter fleet engagement and technology-driven efficiencies. By working closely with partners who prioritise sustainability, we contribute to a greener, responsible logistics ecosystem, while ensuring seamless and cost-effective operations.





## What are the key market trends for 2025-26?

The pace of change in India is accelerating, and this year is poised to be a tipping point for innovation and capacity building across industries. 2025 will be pivotal due to rapid technological advancements, evolving consumer behaviour, and volatile geopolitical and market conditions. As we navigate an increasingly complex global landscape, forecasts and trend analysis have become indispensable for stakeholders worldwide to keep pace with the global disruptions and changes. Businesses must prioritise predictive analytics and trend analysis to navigate global demand dynamics and supply chains' complexities.

With evolving trade agreements such as RCEP reshaping Asia's trade landscape and geopolitical concerns disrupting markets in diverse ways, the firms need robust forecasting strategies to stay ahead. By incorporating political, economic, and social factors into forecasting models, they can prepare for challenges such as political changes, trade disputes and disruptions or fluctuating fuel and raw material costs. The value of data-driven insights in achieving supply chain efficiency cannot be underestimated. Predictive tools enhance decision-making and improve operational agility,



enabling faster responses to market shifts. As the industry evolves, these capabilities will be essential to minimise risks, reduce costs, and deliver seamless supply chain solutions in a dynamic and ever-changing landscape. The demand for faster, transparent, and cost-effective delivery solutions is rising amid global crises.

### What are the lessons learnt from the ongoing global crises?

The lessons of recent global crises have emphasised need for robust and agile supply chains. Predictive models em-

power stakeholders to address vulnerabilities and create contingency and redundancy plans for potential disruptions. In 2025, the industry will continue to serve as the backbone of global trade and commerce. Stakeholders who have prioritised business decisions based on predictions and trend analysis will be better equipped to adapt, innovate, and thrive in a rapidly changing environment.

### Elaborate on your future roadmap & expansion plans?

As the logistics sector moves into 2025, we are focused

on strategic expansion and digital transformation to enhance efficiency and optimise trade flows. A key priority is strengthening India's regional presence by expanding logistics hubs in high-growth markets to reduce transit times and streamline operations. With India's logistics infra evolving through dedicated freight corridors, expressways, enabling network of domestic air cargo and modernised ports capable of entertaining largest cargo ships, we are committed to facilitating linkage and enabling seamless global trade. Technology will remain at the core of our growth strategy. Investments in digital platforms will streamline operations, offering real-time shipment tracking, automated booking processes, and improved customer interactions.





# Indicold unveils automated frozen facility in Gujarat

Indicold launched its second fully automated frozen facility, cutting-edge 10,000-pallet ASRS warehouse. Located in Detroj, Gujarat, the facility is central to Indicold's mission: building a sustainable, future-ready cold supply chain, enabling nutritious food, safe healthcare and high-quality products for all.





# Movers & packers lead migration-driven boom

While return of skilled professionals may create pressure on India's competitive job market, especially with limited high-skill job opportunities, there is a parallel upside. Many of these returnees are bringing overseas savings and global exposure, which could drive new investments and entrepreneurial ventures in India.

The global logistics and supply chain ecosystem is undergoing a shift in 2025. Rapid advancements in AI, major trade realignments and dramatic migration patterns are converging to reshape industries and economies. A surprising but central player in this transformation is the movers and packers' industry, which is a key contributor to the sector's overall growth. What is significant is

“The reverse migration has intensified, creating ripple effects across, especially relocation and logistics.”

the ongoing reverse immigration wave, particularly from North America back to India—fuelled by AI-induced job insecurity, tighter immigration policies in Canada and the USA and rising geopolitical tensions, which are impacting the global economy

## AI AND THREAT TO TECH JOBS

In early 2025, USA President Trump announced aggressive federal funding into AI research and automation, aiming to maintain the USA's dominance in the global tech economy. While this may secure long-term innovation, it has rattled the job security of thousands of IT professionals, especially immigrants working on short-term or precarious contracts. Facing looming layoffs as AI replaces roles in coding, testing, and support



functions, many Indian-origin professionals are choosing to return home than wait to be displaced. This reverse migration has intensified in the past two months, creating ripple effects across sectors, especially relocation and logistics.

## CANADA'S IMMIGRATION CLAMPDOWN

Canada's new immigration policies have made the situation more complex for international professionals and students:

- ❖ Non-renewal of Post-Graduate Work Permits is forcing many to leave the country
- ❖ A cap on international student intakes introduced in late 2024 is shrinking educational migration, with fewer transition options to permanent residency
- ❖ The diplomatic standoff between India and Canada in 2024, which led to visa slowdowns, consular strain, and diplomatic disengagement, has disillusioned many in the Indian diaspora

All these developments are contributing to a large-scale reverse migration trend, not only from the USA but also from Canada, with professionals, students, and families opting to resettle in India for stability and opportunity.

## MODERN MIGRATION

This surge in cross-border relocations has fuelled massive demand for trusted and reliable relocation services. The industry, particularly Indian-origin companies operating internationally, has risen to the

occasion—bringing professionalism, precision, and scale to this transition. Leading the charge is Agarwal Packers and Movers, a household name among NRIs worldwide. Known for its legacy, customer trust, and reliability, APM has played a pivotal role in facilitating smooth, consolidated, and cost-effective relocations. With a presence across North America, the Middle East, and Europe, APM has:

- ❖ Leveraged consolidation strategies to offer affordable options to individuals and families relocating in bulk waves
- ❖ Negotiated competitive rates with suppliers and partners to reduce the cost of movement
- ❖ Created standardised systems for customs, documentation, insurance, and tracking—ensuring a seamless experience across borders

It is too early to definitively predict the full impact of the ongoing reverse immigration wave.



**Ish Chowdhry**  
Indo-Canadian  
Cargo Man

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



# WCS 2025 concludes on innovation and sustainability

The 18<sup>th</sup> World Cargo Symposium (WCS) 2025, held by IATA, brought together international air cargo and logistics leaders to foster connections, collaboration, and dialogue shaping future of international cargo. The event underscored significance of trade and innovation within aviation and logistics sectors.





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# ACCD strengthens connections @ networking lunch for members

Air Cargo Club of Delhi (ACCD) hosted a luncheon for its members in New Delhi. It brought together members for an afternoon of networking, insights and collaboration. Set in an elegant setting, the event offered a relaxed yet dynamic environment where they exchanged ideas, and strengthened connections.





# DIAL holds Skylympics 4.0 for aviation leaders

The management of Delhi International Airport Limited (DIAL) organised a sports and cultural event recently. Aviation industry, including industry leaders, freight forwarders, GHAs and airlines along with families attended the occasion. IndiGo, which won the championship, was felicitated by the DIAL management.







# DHL to invest £2 billion in healthcare, life sciences by 2030

DHL is enhancing high-quality logistics operations across the Americas, Asia-Pacific, and EMEA to meet evolving needs of life sciences and healthcare industry. Supporting advanced therapies and next gen treatments with state-of-the-art cooling transport and storage capabilities.

 CT Bureau

**D**HL Group has announced a strategic investment of £2 billion over the next five years to enhance its logistics capabilities in the life sciences and healthcare sector. This investment supports the Group's Strategy 2030 and reinforces DHL's commitment to helping healthcare customers

**This investment supports the Group's Strategy 2030 and reinforces commitment to helping healthcare customers grow, innovate, and serve patients worldwide**

grow, innovate, and serve patients more effectively worldwide. With 50 per cent of the investment allocated to the

Americas, 25 per cent to Asia-Pacific, and 25 per cent to the EMEA region, DHL is expanding its footprint to deliver in-

tegrated, faster, more reliable, and patient-centric logistics solutions wherever healthcare companies operate.

The investment will focus on enhancing high-quality infrastructure and technology across all logistics touchpoints—from storage, order fulfilment, and distribution to global shipping and last-mile delivery—creating resilient,





As the demand grows in clinical trials, biopharma, and cell and gene therapies, DHL is also investing in high-quality, specialised cooling infrastructure to accommodate low and ultra-low temperature ranges. Additionally, the group will implement cutting-edge IT systems that provide end-to-end visibility, ensuring product integrity, regulatory compliance, and confidence for healthcare providers and their patients.

With its new sector brand, DHL Health Logistics, the group consolidates its life sciences and health-

care expertise under one unified umbrella. This creates a seamless, end-to-end experience for customers, simplifying the management of complex, cross-border supply chains with confidence, agility and high-quality service. The approach has been designed to meet the needs of pharmaceutical, biopharma, and medical customers who require agile and connected logistics solutions that go beyond traditional service lines.

“Like the DHL Group’s purpose of ‘connecting people, improving lives’, our strategic investment in life

sciences and healthcare is driven by delivering essential, often life-saving products to people in need,” said Oscar de Bok, CEO, DHL Supply Chain.

“We are building high-quality, integrated logistics solutions that are as innovative and reliable as the products our customers create, thereby ensuring that patients everywhere receive the correct treatment at the right time.” Through this strategic investment, the DHL Group is reinforcing its commitment to the life science and healthcare sector and demonstrating a profound dedication to patient care by ensuring the efficient and reliable delivery of essential pharmaceutical products, clinical trials and cell and gene therapies. This approach positions DHL Group at the forefront of the industry, equipped to tackle challenges and seize opportunities in a rapidly transforming market

scalable, and responsive supply chains. A significant part of the investment will be allocated to establish new cross-divisional GPD-certified Pharma Hubs for multi-temperature shipments lanes, expand cold chain capacity in existing facilities, new temperature-controlled vehicles, and passive and active packaging solutions to ensure sustainable delivery.



**AT A GLANCE**

- The investment will focus on enhancing quality infra and tech across all touchpoints.
- DHL is investing in quality cooling infra to house low & ultra-low temperature ranges.

# Movements



## SKYWAYS GROUP India

**Yashpal Sharma** has been promoted as the CMD of Skyways Group. “I promise to work harder and take the Group to heights. I will create value for our partners,” said Sharma. This transition reaffirms his commitment to leading the Group towards success.

## INDIGO CARGO India

**Mark Justin Patrick Sutch** has been elevated as the Head, International Development, at IndiGo Cargo. He is also serving as the CCO, IndiGo CarGo. Before joining IndiGo, Sutch worked with Cathay Pacific Airways leading the commercial side of the airline’s cargo.



## PROZO India

**Vaibhav Dhawan** has been promoted as the COO, Prozo. He has held both positions—COO and CTO—bringing a unified leadership approach to Prozo’s technology and operations. In his new role, he will drive alignment between Prozo’s technology roadmap and service quality.

## XPRESSBEES India

**Uday R. Sharma** has joined as the Chief Business Officer, B2B, 3PL, and Cross Border, Xpressbees. Earlier, he held leadership positions at Allcargo Logistics, Spoton Logistics, Safexpress, and Aramex. With a history of fostering business growth, he led many cross-functional teams.



## ECU WORLDWIDE India

**Sergio Rodrigues** has joined as the Regional CEO, Latin America, ECU Worldwide, Allcargo Logistics’ wholly owned global subsidiary and a leader in LCL consolidation. Rodrigues brings 30 years of experience, having led regional and MNCs in South America.

## GEODIS Asia-Pacific region

**Hervé Cornède** has been appointed as the EVP, Public Affairs, GEODIS. He will be a member of the Group’s Management Board, chaired by Marie-Christine Lombard, CEO, GEODIS. Cornède has 30 years’ experience in transport and logistics sector.



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