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On the growth trail

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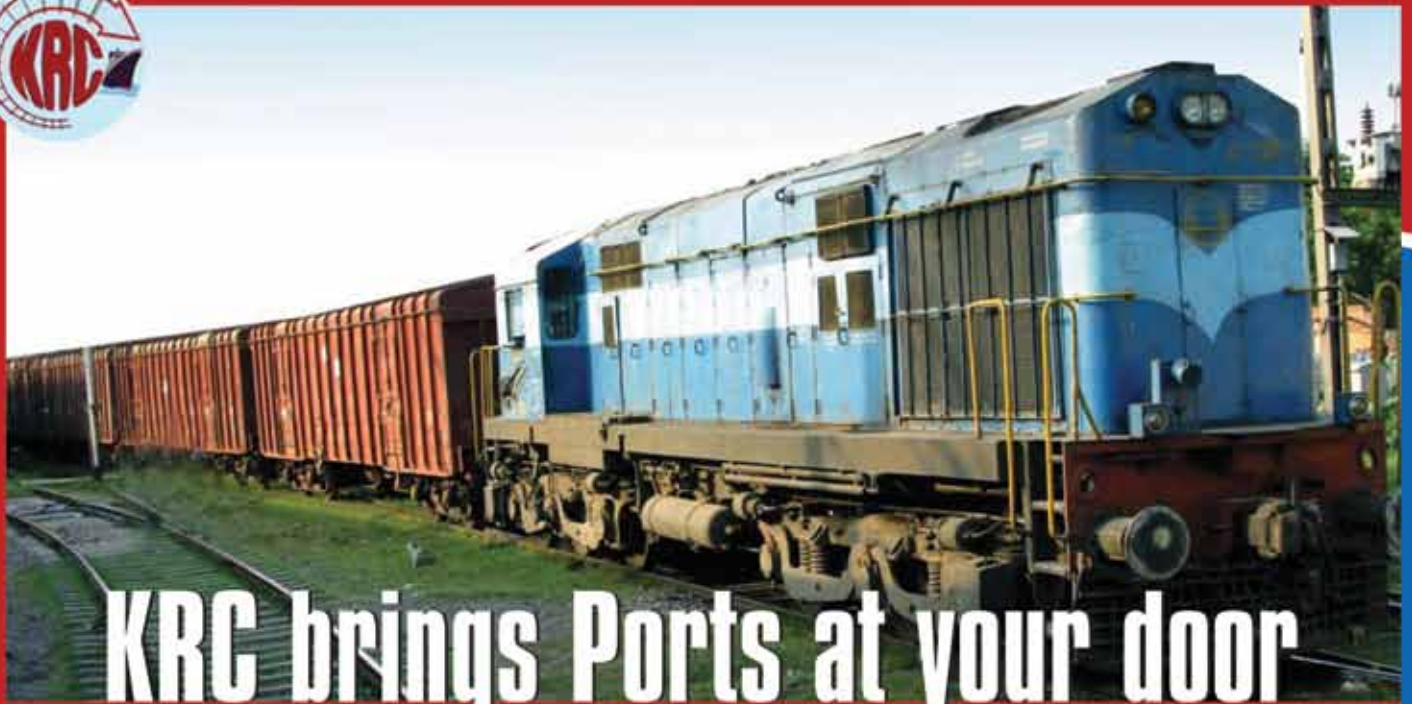
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Opinion

New look to logistics

Albeit cargo and logistics industry in India is in the nascent stage, there is tremendous possibility of positioning itself as a mature and strong sector. The presumption is not prompted by the robust Indian economy and increasing trade volumes, both in domestic and international fronts, but by the emergence of enlightened human resources for this sunrise sector. Of course, there is a huge gap between demand and supply of skilled manpower for the logistics industry at present. Nevertheless, the industry is now able to woo young and dynamic entrepreneurs and professionals, who are capable of giving a new shape to this largely unorganised sector.

Interestingly, majority of those entrepreneurs and professionals are coming from different backgrounds and are entering into this segment with a new outlook. Simultaneously the second or third generations who are holding their family business are constantly exploring new possibilities to transform the traditional business into globally competitive business houses.

The moot question, however, remains unresolved. Will the generation next receive the required support from the present and forthcoming policy makers and executors? The government has been harping on modernisation of the infrastructure and streamlining the processes for quite some time. Unfortunately, nothing has changed so far to do away with the age-old bottlenecks. It would be a great tragedy if the prospective young logistics professionals are dissuaded by the apathy of the authorities concerned. It is crucial to have a collaborative approach and progressive mindset from the government, regulating bodies, custodians and other industry stakeholders. There should be some mechanisms in place so that young voice can be heard for the greater interest of the industry and the country.

Rupali Narasimhan
Editor

COVER STORY

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On the growth trail: Industry expects 15-20 per cent increase in 2011-12

In a bid to delve into the current market trends and projection about the financial year 2011-12, Cargo Talk has spoken to the leading freight forwarding and logistics companies in India. Significantly, it is revealed that the industry is all set to increase their volume of business by 15-20 per cent armed with new services as well as new sectors.



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SCHENKER INDIA ORGANISES CUSTOMER MEET 2011 AT COIMBATORE

Schenker India recently organised Customer Meet 2011 in Coimbatore. The event was attended by representatives from trade, airlines, shipping lines and partners of the company. Present on the occasion, Christian Nebel, managing director, Schenker India, spoke about the journey of the company from 9 offices to 32 offices, 150 employees to 1200+ employees and the turnover of over Rs 10 billion in 2011.

"In this region, we have invested in facilities like IT, infrastructure and importantly in human resource, in the last few years and will continue to do so in the future," he said.

According to Nebel, with the enhanced capacity in air and ocean freight and improved service level in contract logistics, DB Schenker Logistics is all set to serve its customers even more efficiently in the region.

JBS Academy holds "Certificate Distribution"



Lipika Majumdar Roy Choudhury (third from left) at the JBS Academy

Recently JBS Academy organised three Certificate programmes: Certificate Course in Freight Forwarding, Certificate Course in Custom Clearance Skill sets for a Better you!

The course was conducted by various faculties, each being a working professional with more than 7/8 years working experience. A series of tutorials were also held, enabling participants to understand

the intricacies of what they execute in their day to day working.

At the end of the programmes, a written exam was conducted to assess the competence level of the participants. The Certificates to 39 participants were distributed by the chief commissioner of Customs Gujarat Zone, Lipika Majumdar Roy Choudhury at the JBS Academy, Ahmedabad.

JBS Academy has already announced a follow up programme for all the existing courses. In the last 8 months, JBS Academy conducted over 28 programmes to train more than 650 participants. It also included training for port personnel, custodians, exporters, importers, CHAs, steamer agents, freight forwarders, IATA agents etc.

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Conqueror, which began accepting applications last September and launched operations in January, is choosing one strong forwarder to act as a "virtual branch" in each of the 564 cities in 127 countries. Members agree to use each other's services for a substantial proportion of their shipments, which ensures a significant increase in business volume for all, among other advantages. "The idea is to use cooperation to help our members compete on a more equal footing against the giant mega-forwarders," says Antonio Torres, founder of the Madrid-based Conqueror group. The network is now looking for qualified members in Cochin, Kolkata, Vadodara, Coimbatore, Hyderabad, Jaipur and Kanpur.

Image Logistics to open office in Singapore

In a bid to strengthen its international network, Image Logistics will open an office in Singapore by July 2011. In the meanwhile, the company has launched its overseas offices in Hong Kong, China (Shenzhen and Guangzhou).

In India Image Logistics has launched a new branch office in Kolkata, started warehousing and distribution service, self custom clearance in Delhi and put

special focus on multi modal transportation. According to Amit Chakraborty, MD, Image Logistics, the company registered a 30 per cent growth in 2010-11 and in 2011-12 it is expecting about 100 per cent growth, as there are lot of new additions in service and infrastructure. "With more impetus on warehousing and distribution, multimodal solutions and increasing client base and consolidation services to/

from Hong Kong/Singapore/Germany and The Netherland, we are confident to achieve our target," said Chakraborty. He also shared that special emphasis would also be on garments exporters and garments market to Europe and USA. "By the year end if everything goes as per plan then we would set up an office in the US. Our focus will be on nominations and tenders," he added.

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TNT Express starts freighter service between India and Europe

The service will run five times a week between New Delhi and TNT's European air hub in Belgium, with a stopover in Dubai on the way back to India. CT Bureau

TNT Express has launched a dedicated B767 freighter service between India and Europe, the country's largest trade partner. The service will run five times a week between New Delhi and TNT's European air hub in Belgium, with a stopover in Dubai on the way back to India. The B767 freighter service has a weekly capacity of 210 tonne. According to Abhik Mitra, managing director, TNT India, the new service will enable the company's customers to enjoy faster transit times, as well as improved control and visibility over shipments moving between India and Europe.

He also informed that shipments depart from New Delhi at the end of each working day with an assurance to arrive in Europe before the start of the next working day. The return flight allows TNT to collect and uplift shipments from Europe on the same day.



Mitra underlined that TNT India recorded year-on-year growth of more than 20 per cent. "The addition of a dedicated TNT freighter from India will enable our customers to become even more competitive due to faster factory-to-market lead times and improved efficiency," he emphasised. Mitra asserted that with the frequency of TNT's service, it would now take just one day for shipments

to reach Europe from New Delhi. "The introduction of the India-Europe service is part of TNT's plan to expand its leadership position on Asia-Europe routes. TNT now operates flights to Europe from five strategic locations in Asia: New Delhi, Chongqing, Hong Kong, Shanghai and Singapore," informed Michael J Drake, regional managing director, TNT Express Asia Pacific. 🌸



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SHREEJI TO CONTINUE BONDED TRUCKING FROM IGI TO CUSTOMS NOTIFIED AREAS IN INDIA



Rupesh Shah

The leading bonded trucking service provider, Shreeji Transport Services, has obtained the renewal of bonded trucking services for air import cargo between air cargo complex at IGI Airport, New Delhi and all other customs notified Indian ACCs, CFSs and ICDs. With a notification by The

Office of the Commissioner of Customs (Import and General), this permission has been renewed for three years from the date of acceptance of bond. According to Rupesh M Shah, director, Shreeji Transport Services, the renewal would help their customer in a big way to fulfill the requirement of bonded trucking from this gateway airport. Currently, some 16 airlines are utilising Shreeji's bonded trucking facilities from Delhi IGI Airport.



PHDCCI CONFERENCE DEMANDS INDUSTRY STATUS TO WAREHOUSING

The National Conference called Smart Supply Chains 2011, which was organised by the PHDCCI on May 27 in New Delhi, demanded industry status to warehousing industry and recommended warehouse design and development as part of the town planning. By releasing a study paper, which has been prepared by Tata Consultancy Services, the

organisation also urged for liberalisation of FDI in retail, continuation of APMC reforms, collaboration and adoption of common supply chain standards and IT systems and skill development for strengthening the logistics and supply chain industry in India. The conference was attended by several leading logistics companies and corporate shippers.



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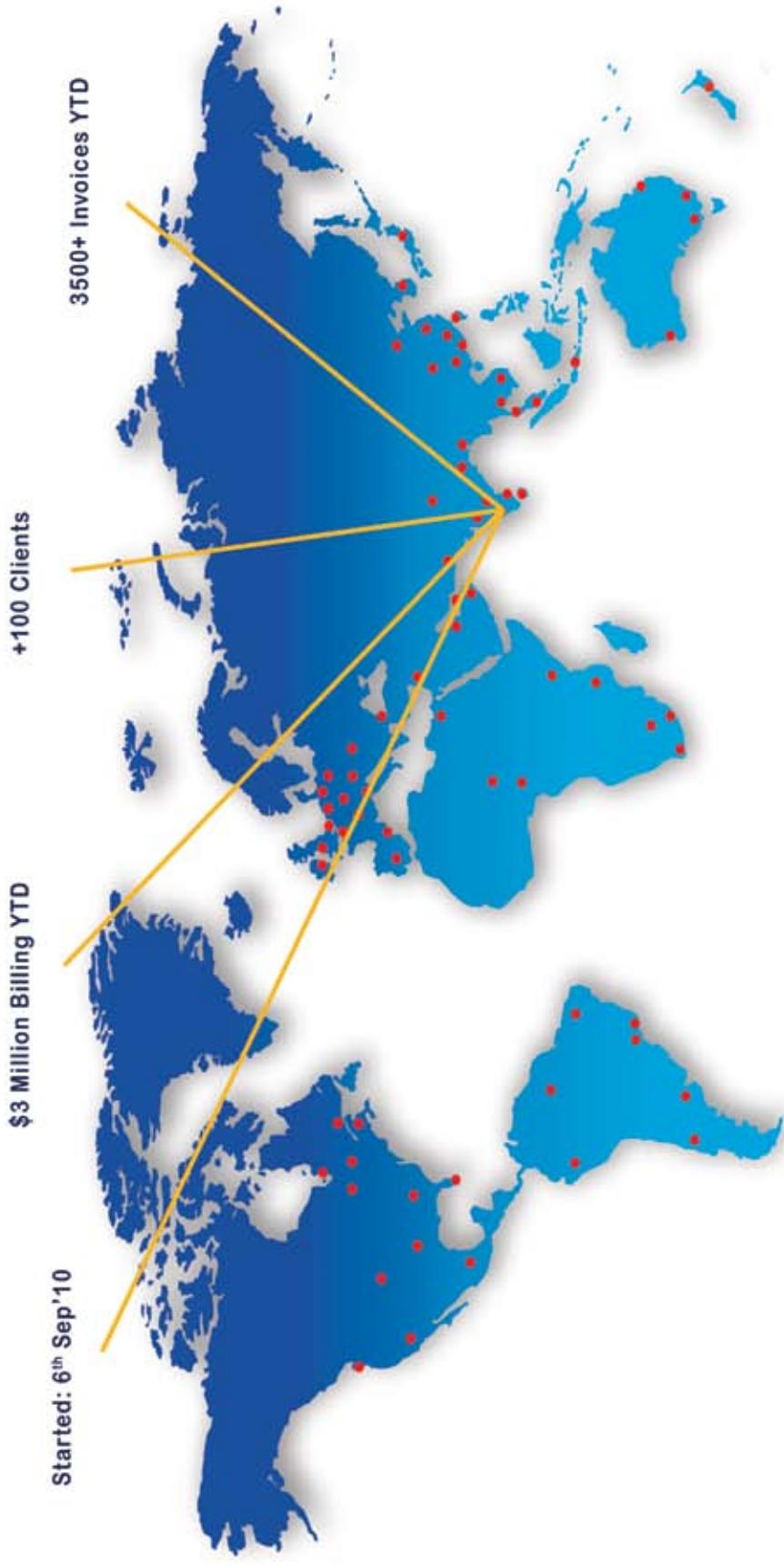
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ACAAI-Western Region Organises seminar on air way bill and liability regime

The Air Cargo Agents Association of India (ACAAI) Western Region recently organised a seminar on “Air Way Bill & Liability Regime,” in Mumbai that was well attended by the cross section of the air cargo community of Mumbai. CT Bureau

J.Krishnan, President, ACAAI, who inaugurated the seminar said “Regulations related to liability have undergone major changes in the recent past and it is time for the community to know more about it”. He also appreciated the efforts put in by the ACAAI-Western Region in enhancing the knowledge and skills of the community by organising various training and seminars of this nature.

“Article 24 of the Montreal Convention 1999 sets out the process for a periodic review and revision as necessary of the limits of liability in order to protect the interests of consumers in international carriage by air and the need for equitable compensation based on the principle of restitution and considering the global inflationary trends, the liability is likely



to witness a steep upward revision. Hence the forwarders while executing air waybills, specially the house air waybills (HAWBs) must be absolutely aware of the

consequences if things do not go correctly,” cautioned B.Govindarajan, chief operating officer, Tirwin Management Services, which is a Chennai based training and consulting firm.



Talking on the sidelines after the seminar several ACAAI-WR members expressed the requirement of more such initiatives in the near future. Firdos Fanibanda, chairman and Afzal Malbarwala, secretary, ACAAI-WR, said that the response to the seminar was quite encouraging and that they are planning to have seminars on the same line on various topics of interest and necessity to the air cargo community.

Many of the delegates expressed that other regions should follow ACAAI-WR and arrange for this type of seminars that will benefit their colleagues. 🌟

EMIRATES STARTS DIRECT DUBAI-GENEVA SERVICES

Emirates has linked two renowned international hubs by launching flights between Dubai and Geneva. The Dubai-Geneva service will be operated by a combination of Boeing 777-200LR and Boeing 777-300ERs. EK 089 will leave Dubai each day at 0855hrs and arrive in Geneva at 1345hrs. From Geneva, EK 090 will depart at 1515hrs, arriving in Dubai at 2330hrs.

Each 777 operating the Geneva route will be able to carry 15-20 tonne of cargo. Much of the capacity out of Geneva is expected to be used by the luxury sector, one of the top employers in the Geneva region and responsible for 60 per cent of its exports. The cargo manifest for first Geneva-Dubai flight includes fashion items, perfumes, pharmaceuticals, electronics and relief goods.

The inaugural flight's VIP delegation aboard included Tim Clark, president Emirates Airline; Ram Menen, divisional senior vice president, cargo, Emirates and Salem Obaidalla, senior vice president, commercial



An official delegation prepares to depart on the inaugural flight at Dubai Airport

operations, Europe & Russian Federation, Emirates. Their special guests were His Excellency, Wolfgang Amadeus Bruelhart, Swiss Ambassador to the UAE; Brigadier Obaid Mehayer Bin Suroor, Deputy Director of Dubai Naturalisation & Residency Department and Mr. Omar bin Ghalib, Deputy Director General of the GCAA (UAE General Civil Aviation Authority). An international media group from the UAE, India, Thailand, Indonesia and Germany also joined the trip.

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Saskia van Pelt

The e-freight collaboration between Amsterdam Airport Schiphol's cargo division and Incheon Airport continues, with the staging of e-freight workshop at Schiphol. This followed a similar event held recently at Incheon.

The two workshops are a direct result of the MoU between Amsterdam Airport Schiphol and Incheon International Airport Corporation, signed in March 2011, in

which the major cargo gateways pledged to cooperate in the promotion of "e-freight", as a means of facilitating business between them.

The MoU provides for the exchange of e-freight knowledge and expertise between the two hubs, and paves the way for stimulating the use of e-freight between, and from, both Schiphol and Incheon. The work-

shop examined ways in which the cargo community at Schiphol can work together to increase the take-up of e-Freight, paperless airfreight between Incheon and Amsterdam.

A number of bottlenecks were identified during the session, such as the need to improve the quality of communication. Further opportunities to replace paper documents with electronic versions also emerged. Another workshop will be held in Incheon in August. "The meeting was very successful in connecting all parties in the supply chain, and creating a better understanding of how we can improve the quality of data transmitted.

Some of the current obstacles to e-freight have proved very easy to resolve, and we are confident that we will see a steady increase in paperless shipping between Amsterdam and Incheon in the coming months," said Saskia van Pelt, business development director, Schiphol Cargo.

The Schiphol event was attended by representatives from the two airports, along with executives from Korean Air, Air France KLM, Dutch Customs, IATA, handling agents and several logistics providers with bases at Schiphol.



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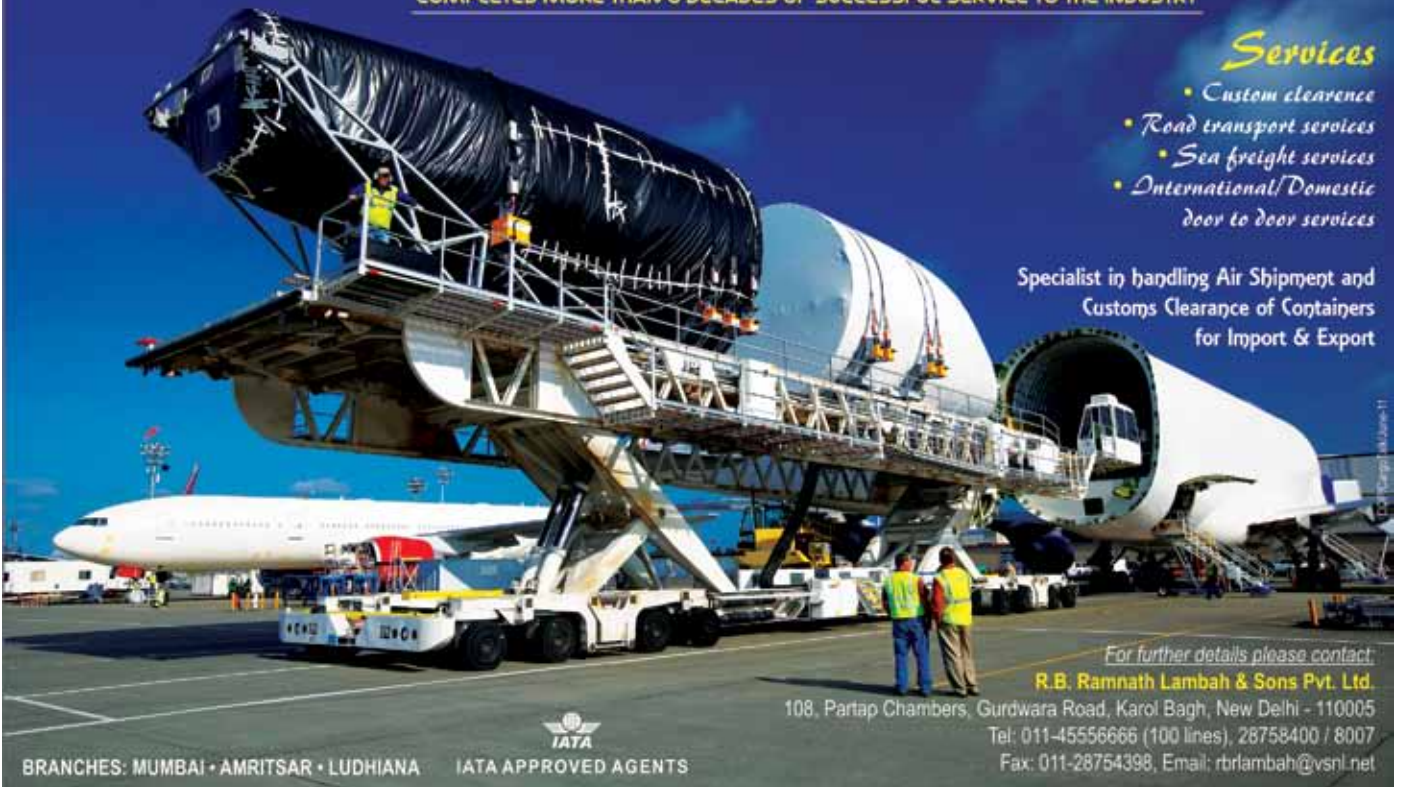
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Abu Dhabi International Airport

Positioning itself as strategic hub in ME, Indian carriers to come

Abu Dhabi Airport Company (ADAC), which has tremendous potential to be a lucrative transit hub of the Middle East, saw 16 per cent growth in 2010. Huraiz Al Mur Bin Huraiz, chief commercial officer, ADAC, spoke to Cargo Talk about the growing importance of the airport. Ratan Kr Paul

At Abu Dhabi International Airport, ADCC or the Abu Dhabi Cargo Company operates a cargo terminal of over 35,000 sq meters, which includes around 10,000 sq meters of perishable storage facilities. This includes a new 10,000 sq meter extension to the old cargo building which is currently used to handle outbound Etihad freighters and trucks. ADCC is the sole cargo handler and a subsidiary of Abu Dhabi Airports Company (ADAC) tasked with the responsibility of providing cargo warehouse services to all customer airlines operating out of Abu Dhabi International Airport.

In 2010, Abu Dhabi International Airport registered 16 per cent increase in cargo, with a total of 438,000 tonne handled. In 2011, this growth trend was carried out throughout the first quarter, with 116,474 tonne handled to achieve 16 per cent growth.

At present over 35 airlines operate out of Abu Dhabi International Airport, which include prominent carriers such as Etihad Airways (the national carrier of the UAE), British Airways, Lufthansa, AF/KLM and other leading airlines. In addition to these, China Airlines and Etihad also operate freighter services.



Commenting on the special arrangements made for the airlines so that they would be interested in using Abu Dhabi Airport as transit point, Huraiz Al Mur Bin Huraiz said, "Abu Dhabi airport is the hub of Etihad Airways. Accordingly, it is very important for us to provide speed, reliability and efficiency in enabling connections while maintaining accuracy."

In this respect, a whole range of activities have been undertaken, which includes anticipating the manpower requirement based on schedules. The services range



Huraiz Al Mur Bin Huraiz



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CARGO VILLAGE AND GREEN INITIATIVES

- ADAC has a Cargo Village measuring approximately 9000 sq meters with an airside access and warehouses for prominent freight forwarders.
- In addition, Abu Dhabi Airports Company is developing “SkyCity” which will be a logistics park providing one stop services under a single roof.
- ADAC’s will develop a comprehensive logistics related “green air” policy, part of the preparations to move into a state of the art East Midfield Terminal.

from three months to 48 hrs to departure, together with real time management of resources and information. “In addition, we work closely with both the airlines and the local authorities to ensure that the customer receives a seamless service,” he added.

Abu Dhabi Airport offers a 4-day free storage for export and a 7-day free storage for

import cargo. The 4-day period also applies to transfer cargo. However, a majority of the transfer cargo connects on the outbound flights within the free storage period.

Questioned on the measures taken for safety and security of aircraft, while uploading and flying cargo, Huraiz Al Mur Bin Huraiz informed that the airport

collaborates closely with the local security authorities to ensure that even as all the appropriate measures, are undertaken, the impact on the supply chain are at a minimum. “All our operations and planning is currently also focused on speed, efficiency and accuracy, all of which are hallmarks of an efficient hub. In order to enhance this, we will undertake measures ranging from beefing up our infrastructure and equipment to process reviews and evaluations,” added the CCO.

Commenting on the traffic from India and the subcontinent, Huraiz Al Mur Bin Huraiz maintained, cargo from this region is a significant contributor to our overall volumes. Etihad operates dedicated freighters from major metros in India, thus providing connectivity to goods from the Indian markets. In addition, the airport is in touch with a few established and startup freighter operators in India to commence operations to Abu Dhabi. 🌅







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Etihad Crystal Cargo grows by 61% in 2010

India remains among top three markets in the world

It is now evident that the world air cargo market is reviving very fast after witnessing the recession. Roy Kinnear, senior vice president Cargo, Etihad, elaborates on the airline's strategy to increase its market share in the world cargo market. Ratan Kr Paul

Cargo demand and yields (lead measures of industry trends) have recovered robustly. Significantly, Etihad Crystal Cargo's revenue in 2010 was USD 518 million, an increase of 61 per cent. Crystal Cargo contributed 19 per cent to Etihad's direct operating revenue for 2010.

"The arrival of two Airbus A330-200F freighters in 2010, adding to two A300s and two MD11s freighters, was a huge milestone for us. The additional freighter capacity has allowed us to expand frequency in key markets and launch eight new freighter routes (including Hong Kong, Johannesburg, Amsterdam and Beijing), bringing the total freighter network now to 26 stations," said Roy. He is confident that these aircraft, owned and operated by Etihad Crystal Cargo, would further push the airline's business forward.

"Etihad Crystal Cargo continues to grow impressively. Our belly ATK (Available Tonne Kilometres) cargo capacity grew by 20 per cent (year-on-year) in 2010, outpaced by our freighter ATK capacity growth of 40 per cent. Overall, this led to a 25 per cent year-on-year ATK growth. FTK (Freight Tonne Kilometres) growth kept pace at 26 per cent," Roy informed. According to him, yield was also a significant driver of cargo revenue growth with year-

on-year growth of 34 per cent. Yield improvement was accomplished through a combination of factors such as stronger demand in 2010, a focus on improving revenue performance on high demand legs, and a drive to improve the cost effectiveness of offline routings.

Etihad operates 13 weekly freighter frequencies through five points in India, to complement its eight passenger service destinations. Etihad Crystal Cargo was scheduled to take delivery of a Boeing 777 Freighter in June 2011. "It would offer further opportunities to expand frequency and broaden our footprint in growth markets such as India," said Roy.

Etihad Crystal cargo has been very encouraged by results in India, now a top three global market for the airline, and this has been reflected in its investment in freighter capacity and frequency, which is expected to push ahead as India continues to grow as an exporting and importing market.

The nature of the products being freighted by air from India to Abu Dhabi has diversified over the years and is still changing. "Garments and textiles have traditionally been strong on the routes, however, we are seeing more and more diversification in output, and as a result, growth in pharmaceutical and



Roy Kinnear

consumer electronics from India in our shipments," Roy said. The large UAE expatriate working population from India and the subcontinent are also served through personal effects forwarding.

Added to that, Etihad Crystal Cargo recently launched a new premium service, branded Fast-Track, for customers needing guaranteed priority service. Benefits of Fast-Track include expedited airport to airport service, priority access to capacity with later booking, and faster tender times.

"The majority of our business from India transits Abu Dhabi into the traditional consumer markets, although we have seen Africa and the Middle East emerge as growing destinations," he pointed out. 🇦🇪



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Martinair Cargo

STARTS OPERATIONS FROM DELHI

Air France KLM Cargo organised the launch party of Martinair Cargo in Delhi on June 8. Martinair cargo started Delhi-Amsterdam twice weekly flights with B747 ERF aircraft. René Peerboom, director India, Nepal & Bhutan, Air France-KLM Cargo and Martinair Cargo hosted the event.





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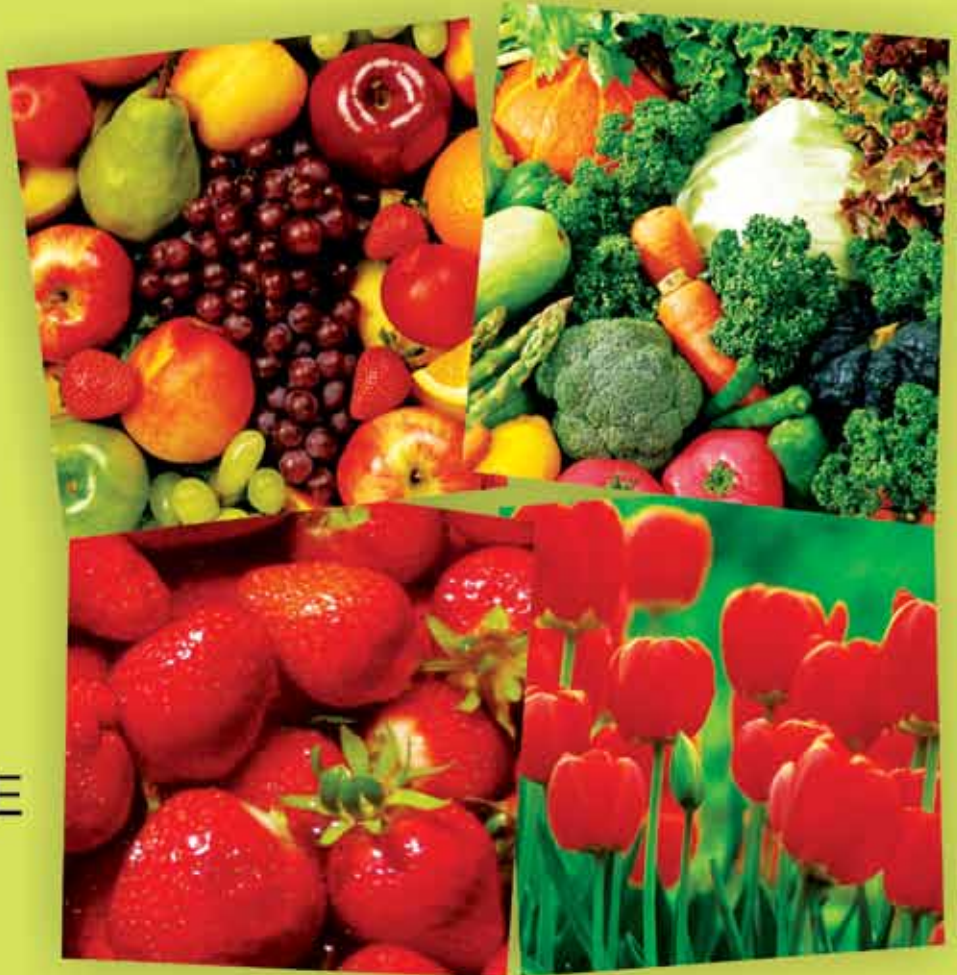
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Calcutta Air Cargo Club

CELEBRATES POILA BAISHAKH

Calcutta Air Cargo Club organised Poila Baisakh (Bengali New Year) Party at The Golden Park Hotel, Kolkata. On this occasion CACC organised a traditional Bengali music programme followed by delicious food. All members came to attend the event in their traditional attire.



Air Cargo Club of Delhi

PRESENTS LIGHT & LAUGHTER MOMENTS

With an aim to reduce stress from the cargo fraternity, recently the Air Cargo Club of Delhi decided to organise a luncheon meet by presenting a comedy show at Hotel Vasant Continental, New Delhi. The lunch was well-attended by the club members and their guests.



A year of revival

GLIMPSES OF YEAR 2010-11

The year 2010-11 was the year of revival of the cargo and logistics industry in India. There were a number of new launches, agreements and announcements. Also the industry witnessed various events and conferences across the country. In this Annual Issue Cargo Talk glances through the memorable moments.



Pratibha Devisingh Patil, president of India, along with the trade delegation from India to China



Inauguration of ACAAI Convention 2010 in Bengaluru



Inauguration of DACAAI Convention 2010 in New Delhi



Freightstar starts first train service from ICD Loni to Pipavay



CSC Performs Bhoomi Puja to build Greenfield Cargo Terminal at IGI Airport in Delhi



Wilson Sandhu introduces new business partner



Vineet Kumar, chief commissioner customs inaugurating EICI's Mumbai Terminal



VRL Logistics honoured with Apollo CV Award



Safexpress wins Express Logistics and Supply Chain Award



PS Bedi enters into JV with Maman Group to offer record management



FedEx launches flight to Bengaluru



DIAL appoints TCI and Gati to carry cargo from IGI Airport, Delhi



DIAL and Celebi unveils cargo plans at ACCD meet



DP World launches International Transshipment Terminal at Vallarpadam, Cochin



Minister of Shipping inaugurates three major port projects a major ports



Aerologic pioneers freighter with women pilots



At ACCD's luncheon meet on "Forward Contract" in May 2010

UTi Walkathon FOR RELIEF IN JAPAN AND NEW ZEALAND

The staff of UTi India walked for UTi Charity on May 21 to raise funds for benefiting earthquake reconstruction in Japan and New Zealand. The company staff participate in this walk every year.



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DELHI INTERNATIONAL AIRPORT CARGO DEPARTMENT, IGI AIRPORT, NEW DELHI (AIRLINE-WISE IMPORT/EXPORT CARGO PERFORMANCE FOR THE MONTH OF MAY 2011)

All wt. in mt.

S. No.	Airlines	Export(MTs)	Export Perishable Cargo (MTs)	Export (with Peri.) (UPL)(MTs)	Import	Total Cargo	% of Total
1	Jet Airways.....	1064	336	1400	1765	3165	8.89%
2	Cathay Pacific	1220	12	1232	1834	3066	8.61%
3	British Airways	1081	18	1099	1713	2813	7.90%
4	Emirates	828	898	1726	761	2487	6.99%
5	Lufthansa Cargo Airline	543	78	621	1089	1710	4.80%
6	Air India.....	644	258	901	566	1467	4.12%
7	Kingfisher Airlines Ltd.	552	13	565	815	1380	3.88%
8	Singapore Airlines	533	16	549	710	1259	3.54%
9	Fedex Express Corpation	844	0	844	312	1156	3.25%
10	Qatar Airways	443	215	658	406	1064	2.99%
11	Thai Airways.....	337	19	356	695	1051	2.95%
12	Swiss World Cargo(India)	469	40	509	466	976	2.74%
13	Turkish Airlines	545	35	581	243	823	2.31%
14	Aerologic	521	0	521	295	817	2.29%
15	KLM	442	49	491	304	794	2.23%
16	Virgin Atlantic.....	321	3	324	423	747	2.10%
17	Etiihad Airways	327	72	398	299	697	1.96%
18	Air France	280	61	340	355	696	1.95%
19	Malaysian Airline System	309	45	354	341	695	1.95%
20	Uzbekistan	450	17	467	169	636	1.79%
21	Finnair.....	356	27	382	176	558	1.57%
22	Austrian Airlines	210	0	210	234	444	1.25%
23	China Eastern Airlines	205	2	207	165	372	1.05%
24	Saudia	303	50	353	6	359	1.01%
25	Continental Airlines	215	0	215	137	352	0.99%
27	American Airlines Cargo	183	0	183	160	343	0.96%
28	Aeroflot Cargo Airlines	228	74	302	31	333	0.94%
29	Blue Dart.....	164	3	167	158	325	0.91%
30	China Air	113	0	113	204	317	0.89%
32	Japan Airlines	139	1	140	166	306	0.86%
33	Air China	86	0	86	155	242	0.68%
34	Air Mauritius	83	71	154	2	156	0.44%
35	Ariana Afghan Airlines	103	2	105	45	151	0.42%
36	Gulf Air.....	100	22	122	4	126	0.35%
37	Asiana Airlines	27	0	27	83	110	0.31%
38	Royal Jordanian Airlines	59	36	95	2	97	0.27%
39	Aerosvit	71	9	80	1	81	0.23%
40	Eva Air.....	78	0	78	0	78	0.22%
42	Air Arabia	71	4	75	1	76	0.21%
43	Ethopean Airlines.....	10	57	67	12	69	0.19%
44	China Southern Airlines	12	0	12	53	64	0.18%
45	Mahan Air	37	4	41	17	58	0.16%
46	Pakistan International	15	0	16	36	52	0.15%
47	Oman Air	35	11	46	4	51	0.14%
48	Kuwait Airlines.....	4	23	27	13	40	0.11%
49	Air Astana	28	0	28	0	29	0.08%
50	Turkmenisthan Airlines	28	0	28	0	28	0.08%
51	Sri Lankan Airlines Ltd	11	2	14	9	23	0.06%
52	Jetlite	14	0	14	0	14	0.04%
53	Royal Nepal Airlines	0	0	0	10	10	0.03%
54	Indian Airlines.....	6	0	6	0	6	0.02%
55	Druk Air	1	0	1	0	1	0.00%
56	Deccan Express Log	0	0	0	0	0	0%
57	MIS	1263	57	1321	1501	2822	7.93%
Total		16014	2628.38	18642.67	16948	35591	
Cargo handled in May'10		17708	2273	19981	15764	35745	
% VARIATION		-10.58%	13.52%	-7.18%	6.99%	-0.43%	

Cargo Handled at Centre for Perishable Cargo

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**MUMBAI CSI AIRPORT
EXPORT/IMPORT CARGO TONNAGE HANDLED
IN MAY 2011**

(Including TP Cargo)

		WEIGHT IN TONNES				
S. No.	Airlines	Export General	Export Perishable	Total Export	Import	Total Exp+Imp
1	Air France	292.78	28.10	320.88	330.00	650.88
2	Air Cargo Germany	1.05	0.00	1.05	797.15	798.20
3	Air Arabia	58.99	45.02	104.01	0.64	104.65
4	Airasia	105.48	0.00	105.48	113.61	219.09
5	Austrian Airlines	0.00	0.00	0.00	223.60	223.60
6	British Airways	885.45	148.37	1033.82	547.14	1580.95
7	Blue Dart	24.51	0.00	24.51	35.14	59.64
8	Cathay Pacific	1179.61	12.60	1192.21	1917.40	3109.61
9	Continental Airlines	70.56	0.00	70.56	97.65	168.21
10	Delta Airlines/KLM	230.08	0.00	230.08	204.62	434.70
11	EL-AL Airlines	43.95	0.09	44.04	54.91	98.95
12	Etihad Airways	680.79	97.13	777.92	512.78	1290.70
13	Emirates	1791.73	1031.06	2822.79	1358.97	4181.75
14	Ethiopian Airlines	462.30	21.56	483.86	29.23	513.09
15	Federal Express	608.37	1.84	610.21	258.36	868.57
16	Gulf Air	138.95	118.40	257.35	2.54	259.89
17	Iran Air	57.69	6.29	63.98	1.66	65.64
18	Jet Airways	1488.68	1218.72	2707.40	2439.85	5147.24
19	Jade Cargo	0.00	0.00	0.00	120.72	120.72
20	Kenya Airways	307.67	7.34	315.01	13.61	328.62
21	Kingfisher Airlines	489.76	0.00	489.76	1051.64	1541.40
22	Lufthansa	1334.63	15.99	1350.62	2015.16	3365.78
23	Malaysian Airlines	332.20	10.49	342.69	243.95	586.63
24	NorthWest Airlines	0.00	34.32	34.32	0.00	34.32
24	Oman Air	8.00	135.48	143.48	5.01	148.49
25	Pakistan Airways	47.63	32.62	80.25	19.29	99.54
26	Qantas	117.57	0.00	117.57	166.92	284.49
27	Qatar Airways	497.39	373.39	870.78	493.64	1364.42
28	Saudi Arabian Airlines	412.76	88.53	501.29	39.87	541.16
29	Singapore Airlines	875.21	159.30	1034.51	1020.06	2054.57
30	Swiss Intl. Airlines	503.23	27.59	530.82	406.23	937.05
31	Srilankan Air	62.58	13.07	75.65	19.27	94.92
32	Turkish Airlines	308.49	9.22	317.71	286.41	604.11
33	UPS	97.68	0.00	97.68	375.09	472.77
34	Air India	950.95	2098.82	3049.77	836.74	3886.51
35	Air Mauritius	112.48	1.81	114.29	0.92	115.21
36	Egypt Air	31.05	0.00	31.05	0.73	31.78
37	Korean Air	364.09	5.95	370.03	85.33	455.37
38	Kuwait Airways	93.24	199.49	292.73	32.92	325.65
39	Royal Jordanian Airways	7.81	0.00	7.81	0.05	7.87
40	South African Airlines	186.18	11.88	198.06	18.91	216.97
41	Thai Airways	312.19	50.18	362.38	550.61	912.98
42	Yemenia Airways	30.12	6.39	36.51	0.30	36.81
43	Charters	0.00	0.00	0.00	185.22	185.22
44	Others	193.79	0.00	193.79	25.78	219.56
GRAND TOTAL		15797.62	6011.02	21808.64	16939.61	38748.25
EXPORT/IMPORT CARGO TONNAGE HANDLED IN APRIL 2011						
Cargo Handled in April'11		15925.70	4824.70	20750.40	16651.14	37401.54

On the Growth Trail

Industry expects 15-20 per cent increase in 2011-12

In a bid to delve into the current market trends and projection about the financial year 2011-12, Cargo Talk has spoken to the leading freight forwarding and logistics companies in India. Significantly, it is revealed that the industry is all set to increase their volume of business by 15-20 per cent armed with new services as well as new sectors. Ratan Kr Paul

According to **Kenneth Koval**, Vice President – India Operations, FedEx Express, the industry is expected to grow at 12 per cent to 14 per cent owing to the brisk momentum of intra-Asia trade. Now with the world economy recovering, the logistics industry, especially the air express industry, will play a significant role in strengthening the inventory cycle and revitalising economies through its ability to connect.

In his opinion, a trend that is clearly emerging in the express cargo industry is the broad-basing of service and product portfolios of express delivery companies – with more players offering comprehensive portfolios covering an array of services ranging from express services,

ground services, value added services, warehousing, 3PL etc. “The demand for air transportation is ever increasing, particularly from the pharmaceuticals, healthcare, engineering, manufacturing, automotive and gems and jewelry sectors in India,” he pointed out.

“Another key trend that has been witnessed over the past year is consolidation within the industry. There is a growing need for global standard logistics services in the country so that Indian enterprises can integrate seamlessly with the global economy. This is fuelling globalisation and consolidation within the industry with the entry of global players as well as mergers and acquisitions in the Indian market,” he underlined.

Raajeev Bhatnagar, regional vice president, India subcontinent, UT Worldwide elaborated, “The trend which are visible for the industry are enhanced focus in automotive, pharmaceutical, as large automobile companies have set up their manufacturing units in India.” He assumed that focus is also going to be in-terms of innovative warehousing and distribution. “Our expectation in current financial year is a significant growth, although it appears that the market would be either sluggish or flat. As a result, we all need to work to look at optimising opportunity available and diversification of products and related activities,” added Bhatnagar. The year 2010-11 was “very



Kenneth Koval



Raajeev Bhatnagar



Samir Hosangady



Volkar Mueller



Shesh Kulkarni

good” for UTi India as the growth was well in terms of product, vertical and service offerings. The company’s revenue grew by 40 per cent, so is the profitability of UTi India. “What we are targeting this year is to add additional competency in terms of warehousing, distribution and inventory management. We are looking

at growing our products – air export and import, brokerage, ocean freight, and we are targeting a growth of around 15 to 20 per cent,” said Bhatnagar.

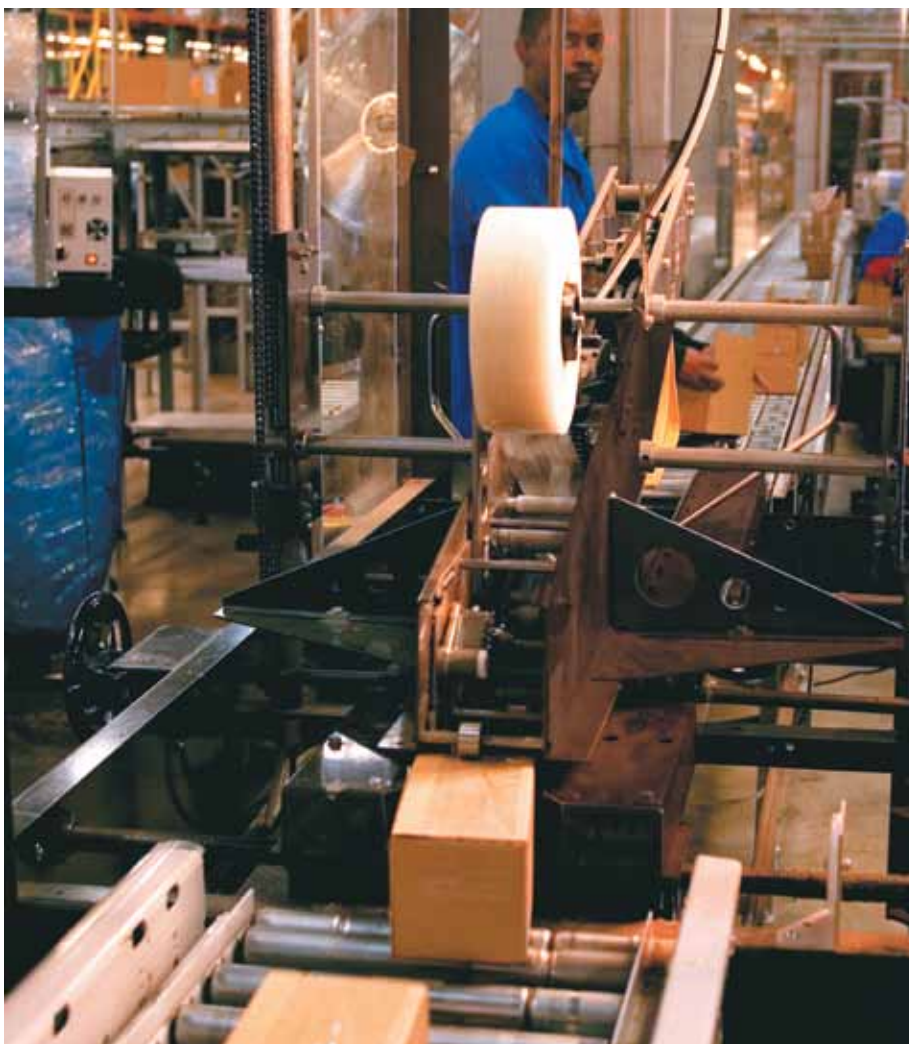
Samir Hosangady, COO, South Asia region, Damco also observed that the logistics industry in India should grow

by around 15-20 per cent in the current financial year. “The Indian government’s commitment to improve the infrastructure with planned investments of around USD250 billion in the next four years will provide an environment of growth for the logistics industry,” he argued.

He emphasised the overall export out of India which is increasing as key destination markets such as Europe and United States are recovering from the economic downturn. The import volumes are also strong as the domestic Indian economy is doing fairly well with increased consumption and manufacturing activity. He appeared to be very optimistic about the much discussed GST (Goods and Services Tax) regime.

Hosangady added one crucial perspective about the present market trends requirements. “With increased focus on supply chain reliability and cost efficiency, technology is increasingly becoming a vital part of today’s logistics industry. Organisations are increasingly becoming aware of the environmental impact of supply chains and are demanding green logistics solutions to reduce the overall carbon foot print of the supply chain,” he pointed out. He expected more consolidation in the Indian logistics market.

“The market is largely fragmented and consolidation will definitely help to create size and scale for industry players and thereby create benefits to the customers,” he advocated. Damco grew by over 30 per cent in sea freight, 40 per cent in air freight volume by 40 per cent 60 per cent in landside



Christoph Remund

PLANS AHEAD

- **FedEx:** FedEx will continue to focus on the key sectors like textiles including fashion, IT, automobile, leather, pharmaceuticals and healthcare, engineering, handicrafts, high value items and electronics industries, in addition to the SME sector. FedEx Import Services and small and medium businesses will be additional key focus areas for FedEx in India.
- **UTi:** The company will increase its footprint in warehousing and distribution, create better understanding and visibility of its clients with real time information. The company will work together with the industry to contribute and support the growth of India
- **Damco:** Damco is planning to increase its geographical presence in the country by opening new offices in developing industrial zones in India, especially in the North east region.
- **Kuehne + Nagel:** Kuehne + Nagel will further increase its footprint in India from 35 locations to 50 locations in 2011. The company plans to open 16 more new offices in India this year.
- **UFM:** UFM's plan for 2011-12 is to strengthen its operations in Delhi and Chennai; open up Mumbai operation soon.

DHL: DHL's focus in the life science and healthcare industry remains strong and it will continue to invest in it. Other key verticals include fashion and apparel, technology and energy.



volume. "We have set ourselves ambitious growth targets and we aim to achieve this through a focused approach of growing in selected industry verticals like chemicals, refrigerated cargo, consumer electronics, aid & relief, retail and automotive," Hosangady informed. The company is also focusing on developing logistics services such as quality inspection and warehousing for the agri-commodities segment. Damco will focus on anchoring its growth on specific trade lanes from India including, Africa, Europe,

China and Intra Asia. It sees opportunities to increase business between South Asian countries such as India and Bangladesh. From a product perspective, Damco has significant growth plans to increase our air freight volumes, imports, trucking and warehousing services.

Volkmar Mueller, managing director of Kuehne + Nagel was of the opinion that the revival of the world economy was accompanied by a distinct rise in transport

and
logistics
volume,
primarily in the
Asia Pacific region.

"We are confident that our resilient integrated

business model will support the continuation of our strong performance," he stressed. According to Mueller, the key countries of the Asia Pacific region, in particular, India and China, have emerged as the growth engines for Kuehne + Nagel's freight forwarding business. In sea and airfreight, a record volume growth was achieved in 2010.

In Asia-Pacific region, Kuehne + Nagel's airfreight business grew by 47 per

cent (2010 over 2009); and seafreight 14 per cent (2010 over 2009). In 2010, Kuehne + Nagel Asia Pacific handled 64 per cent of the total seafreight volume of the Kuehne + Nagel Group. The regional organisation also contributed 53 per cent of the airfreight volume handled by the Kuehne + Nagel Group. India remained one of the key contributors to the regional growth.

The group aims to double its business by 2014, increasing the number of containers moved by sea from 2.5 million in 2009 to more than 5 million in 2014. In airfreight, the Kuehne + Nagel Group intend to increase the cargo volume to 1.3 million tonne. In contract logistics, it is aimed to raise turnover by 50 per cent. The expansion plans for the Kuehne + Nagel Group are underpinned by investments in the development of activities in emerging countries, especially India and China, in the Asia Pacific region. Kuehne + Nagel is rapidly expanding its market presence and product/service portfolio in the Asia Pacific region, particularly in India. In 2011, Kuehne + Nagel will further increase its footprint in India from 35 locations to 50 locations in 2011. The company plans to open 16 more new offices in India this year.

Muelle was upbeat about the infrastructure development initiatives of the government, especially for airports and road networks. He believed that it would push the cargo movement in the days to come.

Taking cue from Muelle, **Shesh Kulkarni**, president & CEO, UFM established three major factors behind the growth of logistics industry in India. Firstly, All segments of logistics i.e., airfreight, ocean freight, brokerage, road surface transportation, warehousing and other contract logistics related activities will all see a change, with the advent of GST in a year or two, the complete working will of this industry will be forced to re-group and reorganise.

The second factor is the adoption of technology by the logistics players. "Today technology is in use, but very selectively. We foresee this trend is changing, more and more use of technology will push improved visibility and working," Kulkarni said. The third aspect of the change is people related.



Cyrus Katgara



P.C. Sharma



Ram Tiwari



DP Singh

"We foresee that all people who have been part of this industry has to be capable for adoption of changes.

If they are not aligned to changing trends and are unable to adopt best practices, will be isolated," he emphatically maintained. "We will see a positive growth in the business. But definitely some of the happenings in the country have had their impact on FDIs which, directly or indirectly, influence the growth," he cautioned. According to Kulkarni, the 8 months old company (UFM) has clocked billing close to \$3 million (USD) and has added on over 100 clients.

"We are very excited about the prospects for the coming months. We are confident that we will have a story to tell in two years from now. It's our dream to build the one of its kind Indian multinational company in this sector," he asserted. UFM has set a target to be a 100 crore company by end of third year of its operation. For the financial year 2011-12 it targeted to generate + 50 crore revenue.

Christoph Remund, CEO - DHL Lemuir Logistics pointed out that strong economic growth and liberalisation have led to considerable increase in domestic and international trade volumes over the past five years. "Our business continues to develop positively as we keep a close eye on global risks. We expect a healthy growth of volumes from our newly opened facility at the Free Trade Zone (FTZ) in Chennai," Remund said. He, however, made a caution. "We cannot but be mindful, of the fragility of the world economic situation not only by the devastating disaster in Japan, but also by the instability of many countries in the Middle East and northern Africa," he added. By incorporating a flexible cost structure, DHL Lemuir Logistics is strengthening its ability to withstand economic volatility and expect to sustain a double digit growth figures.

Cyrus Katgara, partner, Jeena & Co. analysed the present market trends from a macro level. "Trends in the logistics industry are closely following and shaped the trends in the economy in general.

Growing urban middle class with ever increasing purchasing power, driving the lifestyles dependent on organised industry and trade in telecom, electronics, automotive and retail is resulting growth



Bharat Thakkar



Trevor Saldana

of organised sector and attracting foreign direct investment. As a result there is a fast growth of 3PL service providers engaged in serving the indigenous industry as well as the growing foreign direct investment manufacturing units who are hungry for the local logistics support," he explained. In addition, he argued, GST regime has created grounds for growing trend of consolidation of share of logistics sector moving from small unorganised sector to organised sector driven by indigenous corporate houses and multinational logistics corporations.

"Another area displaying a dramatic change is increasing share of exports emerging from Special Economic Zones (SEZs) where the share of SEZs has grown from five per cent of total exports in

2006-2007 to 30 per cent of total exports in 2010-2011. This trend is likely to get a boost with Free Trade Warehousing Zones (FTWZs) getting attention of the global players who may like to use that to place their inventory closer to the final buyer to reduce the delivery time without locking the funds in duty paid goods," added Katgara. He also expected that Indian territory could be used as a major trading hub for south Asia with the development of FTWZs. "We expect the volume to grow by 20 per cent in the current financial year," he maintained.

PC Sharma, CEO, TCI XPS, gave an overview about the containerized cargo movement. According to him, proportion of containerised cargo handled at Indian ports has been showing a constant increase driven by various trade liberalisation policies, increasing containerisation in general cargo commodities such as durables, engineering components, machinery, auto components, food products and apparels. Investments in technology by logistics players are also fast increasing. "Overall the TCI Group registered a jump of 20 per cent in net profit in comparison to last year. XPS as a division grew by almost 19 per cent as against industry growth of 16 per cent," said Sharma.

Ram Tiwari, director marketing, Shine Logistics was expecting a better performance as compared to 2010-11. "We are hoping to have about 18-22 per cent growth in 2011-12 than last financial year," said Tiwari. In 2010-11 the company registered a 16 per cent growth as compared to 2009-10. "This growth should have gone more if Delhi air cargo terminal had operated in proper way to handle the cargo without any delay," he informed.

DP Singh, GM, CP&MS, Airports Authority of India depicted a promising scenario for the logistics industry in the country. He maintained that up to 2012-13 Delhi airport will witness 12 per cent in international and 20 per cent in domestic cargo. In Mumbai the growth will be 8 and 15 per cent for domestic and international cargo respectively. He also maintained that the non metro airports are also emerging very fast. He informed that the present

capacity for cargo at the Indian airports 1.95 million tonne for international and 1.42 million tonne for domestic cargo. In the 12th Plan capacity of 1.3 million tonne for international and .95 million tonne for domestic cargo will be added.

However, **Bharat Thakkar**, vice president, ACAAI, aired skepticism. "The question should be are the Indian airport's ready?" he asked. He observed that Indian forwarders always meet the challenge of increase in exports, in spite of all odds.

They work under unfriendly condition and yet are the ones to take all the burden of finance of freight and other charges paid to airlines. "Dwell time in other Asian countries is 24 hours for cargo, while on Indian airports it is 72 to 96 Hours. Cold storage for imports the facility is almost non existence due to its capacity there by food stuff and other items overflow and kept outside," he highlighted. Thakkar also maintained that though export and import have increased remarkably, over last decade there have been no additional arrangements made at Mumbai airport (for instance). Same is the case at other metro airports.

Trevor Saldana, CEO – international division, Patel Integrated Logistics and a managing committee member – ACAAI supplemented Thakkar. "The major challenges that we currently face in India are inadequate infrastructure, leading to congestion/delays at the air cargo terminals and technology that often does not function as designed, creating bottlenecks in customs clearance procedures. "With the rapid growth of cargo industry, availability of qualified/trained human resources is also becoming an issue now, since training facilities in our industry have not kept pace with the rapid growth of the business," he stated.

For a healthy growth of the cargo and logistics industry, the government needs to focus on providing adequate infrastructure in terms of developing modern and well equipped cargo complexes, where forwarders can have offices and warehouses with permission to build ULDs themselves to save time and reduce transaction costs. 🌟

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Young & Emerging

In the Annual Issue 2010 of Cargo Talk we had presented the 'who is who' of the cargo and logistics industry. This year we have zeroed in on young entrepreneurs and professionals with an objective to highlight the changing mind set of the forthcoming logistics majors. The brief interactions with them unveiled that this hitherto unorganised sector will witness a sea change in the near future. The profiles are arranged in alphabetical order. Cargo Talk will continue the interactions in the future issues.

Crystal Group

Bullish about growth prospect

Akash Agarwal - Director



Akash Agarwal, director, Crystal Group was born in a business family involved in the transportation and trading business. He is an MBA.

He perceives that logistics business in India has passed through various stages and there is tremendous growth in this sector.

He also points out many challenges which include geographical factors, various protocol, unskilled manpower, infrastructure and technology. He feels that the governments should play the most important role to improve the infrastructure and clear the hindrances.

Sam Walton and Dhirubhai Ambani are the icons Akash would like to follow to become a successful entrepreneur. He likes reading, watching movies spending time with his kids.

"Geographics have to be understood and dealt with experience. Similarly manpower has to be trained and groomed for the needs of the industry. The government's role is to improve the clear the hindrances and provide us with the needed infrastructure so that economies of scale can be achieved in the logistics industry," said Akash.

His Favourites

Kashmir, Switzerland, Aamir Khan, Madhuri Dixit, Lawn Tennis, Chess, MS Dhoni, Robert Kyosaki, Robin Sharma, Narendra Modi and Vallabhai Patel.

Om Logistics

"Something different" was the idea

Akash Bansal - Head logistics



Akash Bansal, head logistics, Om Logistics, is a post graduate with BE (electronics) and MBA (Materials and Logistics). It was his interest in doing something different that prompted him to opt for logistics. "During my summer training in BE, I felt that there is immense potential in logistics which is not being explored and dedicated professionals are required for redefining the logistics industry," he explains.

He feels that there is a requirement of professionals in Indian logistics industry to change the perception that this industry is for transport companies. According to Bansal, organised logistics industry in India will multiply in manifold within the next decade. He, however, expects the government should accredit logistics as an industry and help the industry improve by simplifying the procedures.

"The future of logistics industry of very bright and this is the only industry which will not feel the heat of recession if you are diversifies among different verticals. We need professional in Indian logistics industry to reform the mentality of Indian buyers as a transport company which is also a challenge for a professional managed logistics company in India," Bansal said.

His Favourites

He loves spending time with his family and kids, and travelling. "I am a bit fond of movies but this is just to de-stress and relax post my busy schedule," he shares. His favourite destinations are Goa and Switzerland.

**Mituj
Marketing**

Fond of hard core off-road driving

Amit Bajaj – Director



A Commerce Graduate from Bhagat Singh Collage, New Delhi, Amit Bajaj, director, Mituj Marketing, has done executive management programmes in leadership, HR etc from various institutes like IIM Lucknow and IMT. While graduating from college, Amit got an opportunity to become an agent for Modiluft Airlines, for cargo and courier.

“The business was started with me and my mother and then my father joined in. At present, the business is headed by me and from this year onward my brother Anuj Bajaj has also joined the company,” Amit informed.

According to him, the domestic air cargo industry is continuously evolving and maturing. However, the biggest challenge at present is the regular changes in the fuel surcharges by the airlines.

There have been instances lately that the aviation fuel prices have gone down but the airline fuel surcharge on cargo has gone up. Amit is a member of Northern India Offroad Club. The club members are into hard core off-road driving on 4x4 vehicles. He also enjoys swimming everyday, cycling and reading.

His Favourites

His favourite male and female actors are Rahul Bose, Vinay Pathak and Vidya Balan. His favourite singers include Air Supply, Rod Stewart, Jagjit Singh and Kailash Kher.

**Image
Logistics**

Well qualified and methodical

Amit Chakraborty – MD



While working with different Indian and MNC companies, Amit Chakraborty, MD, Image Logistics, felt that logistics trade and work needs to be more organised and the working culture should be changed.

Hence he decided to open a new venture with an organised work culture. Amit is a B.Sc (Zoology), PGDTM (specialisation with cargo), Master in Foreign Trade (MCT) and Master in Computer Application (MCA).

In his opinion, the future of logistics industry in India is very bright. However, he observes that in terms of technology and customs process India is lagging behind as compared to other developing nations.

“Our infrastructure does not support us to compete with developed country. So as the volume is increasing, the challenges are also increasing. To cope with the challenges we need to do lot of innovations, diversify in business and from government we request support on infrastructure and custom policies,” he says emphatically.

His Favourites

Tourist Destination : Haridwar, Hong Kong and Germany; Cuisine: Italian (apart from Indian); Actor: Rahul Bose; Singer : Kishore Kumar, Game : Football; and National Leader : Netaji Subhash Chandra Bose.

DTDC

A job seeker positioned suitably

Amit Shankhdhar – DGM North



Amit Shankhdhar, DGM North, DTDC, who is a BSc, PGDBA and a life member of CILT, started his professional career as sales executive just after completion of graduation. During his job, Amit pursued his PG degree and then got CILT membership. “I came to Delhi to get a job which was a big achievement for me at that time. Daily new challenge, uncertain nature of work kept my interest alive and I continued,” he shares. His joining logistics industry was unplanned. Now he is very bullish and optimistic about the future of this Industry in India.

In his opinion, till now society as such may have not given due recognition to logistics industry in India and so far logistics professionals may have not been treated at par with other sectors, but now the situation has changed many fold. Presently logistics professionals are in high demand not only in logistics industry but supply chain functions for other industries like retail, exports, manufacturing, trading-distribution, E-commerce etc. He underlines the fact that this industry is mostly being controlled and covered by unorganised sector players, and therefore bringing about a change is a big challenge. Significantly, a lot of initiatives have already started. The industry itself coming forward to set up education and training wings; for example, DTDC has set up DTDC Institute of Supply Chain Management.

His Favourites

His areas of interest include reading and watching political news; regular visit to native village and meeting old friends and travel with Star Cruise Singapore.

**Patel
Integrated
Logistics**

Strengthening the family business

Areef Patel – Executive Vice Chairman



Born in a family that was already well entrenched in the freight business, Areef Patel's association with Patel Integrated Logistics began when he formally joined the "House of Patels" as a director in 1992. He is the second generation to the business, started by his father Asgar Patel in 1959. He completed his 10th grade from Choate Rosemary Hall, USA, in 1989, thereafter graduated in 1993 from the University of Bombay with a major in Economics. According to him, logistics industry in India is now coming of age and is growing at a steady and consistent pace. Several viable opportunities are now available for the customers to select from, depending on the nature of the product, delivery time required and cost affordability.

He maintains that there are several challenges before the cargo /logistics industry in India, the major one being lack of adequate infrastructure. While we now boast of Modern Airport Terminal Buildings in the major cities in India, unfortunately the focus has been only on handling of passenger traffic. "We are yet to see modern cargo hubs/integrated cargo villages in India. In the Domestic Sector, issues like Octroi, Sales Tax, etc., continue to create impediments. The government should take a serious look at the cargo and logistics industry and involve all the stake holders, to ensure that proper steps are taken for improvement in efficiency levels and reduction in transaction costs.

His Favourites

For a healthy growth of this Industry, infrastructure needs to be improved, processes need to be streamlined and made user friendly, transparent and quick, electronic transactions/interface must be increased to reduce human interaction.

**SA
Consultants**

Response to father's call

Ashish Asaf – Director



After completion of BA (Hon) English (DU) Ashish Asaf, director, SA Consultants has been associated with cargo and logistics business for the past 10 years.

He was inspired by his father, Asaf Ali (a well known cargo trade practitioner), to enter into this trade. Ashish finds this industry very promising, though it has miles to go to attain industry status.

"Biggest challenge faced by our industry is debt control. We need a CIBIL (Credit Control Bureau India Limited) like body for our trade," he feels. He also urges for simplified and effective policies, and improved infrastructure—internal as well as external.

LN Mittal is Ashish's role model for professional success.

His Favourites

He likes spending time with his family and watching movies. His favourite tourist destinations are Munnar and Scotland. Chinese is his favourite cuisine. Ashish is an admirer of Aamir Khan, Julia Roberts, Rahat Fateh Ali Khan, MS Dhoni, John Grisham, MF Hussain, Atal Bihari Vajpayee.

**Shreeji
Transport
Service**

Be positive in approach

Dileepa BM – CEO



Dileepa BM, CEO, Bonded Trucking, Shreeji Transport Service, is a B.Com graduate and an MBA in Finance. Venturing into logistics business was not his original chosen profession. "During my MBA days I did a project on Entrepreneurship. My project was selected as the best project. It encouraged me to do something different and challenging. I got an offer from a logistics company in the year 2000 and in 2002 launched Shreeji Bonded Trucking in 2002, with some of my friends," he shared. Now Dileepa is satisfied and bullish about the future of logistics industry in India. "I believe young aspirants would be keen to take logistics services as their careers and dream projects," he said.

Initially, Dileepa had faced lot of challenges to run the show due to external factors. Many of them still continue. "Meeting our clients (airlines) is a big challenge in India. Poor road infrastructure and airport terminals, particularly at the major airports have been a matter of serious concern. However, I think we should be very positive in overcoming those challenges," Dileepa maintained. According to Dileepa, struggle, hard work, proper education, dedication and consistency, lead to success. "Since logistics is a 24x7 business sector, I hardly get time to think beyond business."

His Favourites

I love to meet my friends outside Bengaluru in social gatherings. Also I try to find time to watch my favourite actor, Dr.Rajkumar and Rajnikant's movies," he added. Dileepa was also a university level football player. Sachin Tendulkar is his favourite cricketer.

**Indo Arya
Central Tpt
Ltd**

Searches for new friends

Dushyant Arya – Director



Dushyant Arya, director, Indo Arya Central Tpt Ltd is a commerce graduate. Presently he is running the family business. In his opinion, more and more “single window global solution providers,” will emerge and high level of automation will rapidly happen.

“We have lots of barriers to pass and as a result the industry has to bear heavy transaction costs, which serves a custodian of goods without helping the government,” he underlines.

According to Dushyant, infrastructure is shaping up quiet nicely, but the system mars the progress to a great level. Corruption at all levels also hinders the growth rate.

His Favourites

Listening to classical music and making new friends are his areas of interest. “France has enthralled me like no other destinations in the world,” he maintains.

**Modern Cargo
Services**

Seeks industry status

Firdos Fanibanda – MD



A Bachelor of Commerce, Firdos Fanibanda is the managing director, Modern Cargo Services and chairman – ACAAI, WR. After his education, Firdos was introduced to the freight forwarding industry. He found it challenging enough to make a career out of it.

“No doubt there has been substantial improvement within the industry. However, if you compare the increase in trade vis-a-vis the infrastructural development in our country, there is a huge deficiency. Infrastructure, or rather the lack of it, is by far the most important challenge this industry faces.

“The poor condition of the roads, along with the limited space availability at airports and seaports has resulted in higher operational costs,” Firdos observes.

He opines that the government must recognise the important role being played by the freight forwarding community and grant it an industry status. It should also be more actively involved and considered as a body when formulating policies.

High Optimism

“The logistics industry will continue to boom in India as long as the world economies continue to set up their manufacturing bases in India. It is economical for advanced economies to shift their production bases to the Asian continent and India.”

**Majha
Transport**

Nostalgia for transport business

Gagandeep Klaire – Director



Gagandeep Klaire, Majha Transport, did his schooling from Welham Boy's School Dehradun and then his B.Com Hons from Delhi University. His grandfather has been a self made transporter since 1930s.

Gagandeep's father too has been in transport business for more than 30 years and later decided to shift to Vehicle Finance. He set up an NBFC in 1985.

“When we started in 2004, we had no one in our family then doing direct transport business. But my brothers and I had always wanted to do something in it. It is the thing we all have grown up with since childhood.

I remember my father taking us to the workshop and I would just play around the trucks the whole day. It is just the love and respect we have for trucks and drivers,” he says emotionally. He feels that India is a growing and booming market. “Things and perceptions are changing everywhere. And transport being the blood of the nation development is just becoming thicker and thicker,” he says.

His Favourites

Gagandeep loves to swim to relax. “Because when you are in water, you never think about anything else,” he explains. He also likes to travel and indulge in adventures sports. His favourite destination is Zanskar, which is above Kargil (J&K).

Ocean King Shipping

Freight forwarding: A natural choice

GS Chawla – MD



GS Chawla, MD, Ocean King Shipping, is a B.com (Hons) from Delhi University and MBA (Marketing - Customer Satisfaction) from University of Liverpool, England, UK. He did Cargo Basic course with Air India, DGR cargo courses, and passed Rule 20 of Customs House.

He has been awarded DIPLOMA for participating in the conference and exhibition by The National Association of Latin American and Caribbean International Cargo Agents

Chawla is the second generation in his family business of freight forwarding. "Freight forwarding came naturally to me as I grew up following the footsteps of my father, as my true idol. I didn't really have to choose this. I was truly just born for it," he expresses.

In his opinion, the logistics industry is all geared up and bound to grow manifold in all dimensions in the times ahead.

From the old conventional ways of clearing and forwarding, cargo and logistics industry is truly becoming very high tech and gadget oriented.

His Favourites

Helping the needy and feeding the hungry is his mantra. Chawla's other activities are swimming, gym, reading and listening Kirtan. He loves to visit Udaipur in winters and Scotland in summers. He is the follower of the works of Osho, Mother Teresa and Mahatma Gandhi.

Sun Logistics

Always prepared for challenges

Haresh S. Lalwani – Joint Managing Director



Haresh S. Lalwani, joint managing director, Sun Logistics, was very intrigued by his family owned freight forwarding business.

Under the guidance of his father the Late Sunder Lalwani, who was the founder of the parent company Sundersons, Haresh learned the business from his experiences and knowledge.

"My wife Dipika, who is my pillar of strength, has always encouraged and supported me at all times and my brother Bharat who stands shoulder to shoulder in our business," he acknowledges as the secret behind the rise of his company.

His idea is to live with challenges to gain success.

"It the best way is to be prepared for expected challenges and expect unexpected challenges. As long as you are ready for changes, no challenge is too big. What this industry needs is a proper controlling body which ensures that the companies offering these services are trained, qualified and at the same time financially sound."

His Favourites

Haresh is keen on photography and he finds the destinations Kashmir and Greece fascinating. He loves Indian and Chinese foods. He is a fan of Amitabh Bachchan, Madhuri Dixit, Salma Hayek, AR Rahman and John Grisham.

Interarch

A trained photographer in logistics business

Ishaan Suri – Head of Corporate Marketing



Ishaan Suri, Head of Corporate Marketing, Interarch did his school education from Modern School Vasant Vihar and graduated from the University of Rochester, New York, USA. He also holds a degree in Economics & Management from the London School of Economics.

He is the second generation of management team here at Interarch and has been working with the company since 2005.

"Our company, Interarch, is one of the leading turnkey pre-engineered steel building solution providers in India, Interarch has been deeply involved in contributing high speed and high quality steel building solutions to the industry. I am very bullish and positive about the potential business opportunities provided in the cargo industry," he justifies his decision to enter into PEB business.

Proficiency in PEB apart, Ishaan is also a trained photographer and have studied photography for many years. "I spend most of my free time working on photography and creating art out of my photos.

I have also studied music most of my young life and pursue other hobbies such as radio controlled aero modeling, he shares.

His Favourites

Ishaan is an avid traveller, and most of Europe and East Europe in particular are his preferred places to visit. "I try to spend a few weeks travelling and driving through Europe on quest for adventure and photography," he expresses.

**Seagull
Maritime
Agencies**

Comes with a new sight

Nitin Agrawal – Director



Nitin Agrawal, director, Seagull Maritime Agencies is a graduate. He finds logistics the most challenging and promising industry in India. “The scope of growth and development is endless, though this is the most unorganised sector in modern India as of now. Companies like us coming up with new sight to look into the logistics vertical,” he says.

According to him, government should take all major steps to create efficient infrastructure in fracture in terms of road, ports, freight corridors, logistics hubs and awareness.

Spending time with close ones, travelling and sports are Nitin's favourite pastime. His favourite tourist destination in India is Goa and likes to explore Kerala whenever he gets an opportunity.

His Favourites

As far as international destination is concerned, for Nitin, London has been good to spend time. He likes Indian cuisine and shooting. He admires Mahatama Ghandhi, Rahat Fateh Ali Khan and Sachin Tendulkar for their indomitable contributions in the respective arena.

Uniworld

Balancing work and family life perfectly

Nihar Parida – CEO (logistics & marketing)



Nihar Parida, CEO (logistics & marketing), Uniworld is a science graduate with Zoology honours from Utkal University. He did special course on logistics from IIMA. “Way back in 1995, I started reading about this word called logistics.

With the Indian economy opening up, logistics seemed the future opportunity as a profession. “I didn't ask my family before jumping into it.

But after marriage it was difficult for my wife to support me because of the long hours that I had to put in. But finally she also saw the growth and the opportunity and understood why I had to really work hard to balance the times,” he adds.

One interview of Clyde Cooper, ex- MD, Blue Dart, which was published in a business magazine, inspired Nihar to enter into logistics business. “His foresight and his focus on operation in a service industry still inspire me,” he maintains.

His Favourites

He loves cooking and photography. The favourite subject in photography is human emotions. He loves holidaying in Kerala and Greece. Sean Connery, Susan Sarandon, Amir Khan, Priyanka Chopra, Sonu Nigam and Shreya Ghoshal top his list of beloved ones.

**Rahat
Continental**

Expertise from UK

Rahat Sachdeva – VP, sales and operations



Rahat Sachdeva, VP, sales and operations Rahat Continental, is a B.Com from Delhi University and pursued a degree in International Business Management from Oxford Brookes University, UK. He did Internship with SDV, UK for 6 months.

He also did IATA Basic/ DGR Rahat is a CHA License holder at the age of 24. “While working with SDV I closely observed their organised system of working and always wanted to put that in place in my own family business,” he says.

For him, sky is the limit! He believes that the international logistics market in India is poised for a fast growth in the next ten years which will truly give logistics service providers massive growth and expansion opportunities.

However, he felt government should offer better infrastructure for smoother operations which is right now hindering our growth prospect to a great extent. I wish to have the senior industry people guiding us always. Also I look forward to a strong degree of unanimity within the whole industry.

His Favourites

Business icon: Cyrus Katgara from Jeena & Co.; Pass time: Travelling around the globe, working out in the gym, listening to music & partying with friends; Tourist Destinations: Goa and Scottish Highlands; Cuisine – Authentic Schezwan Chinese.

Jet Freight and Logistics

Keen on exploring new business

Richard Theknath – Director



Richard Theknath, director, Jet Freight and Logistics has done his graduation in commerce and then an MBA. He joined his family business started by his father and uncle.

"I ventured out to business as I found the concept very interesting to do. I really enjoy the thrill of being part of this business and the excitement of achievement," he says.

He observes that despite tremendous scope before logistics companies, there are plenty of challenges like poor infrastructure (both hard and soft), superfluous government policies and complicated systems.

"I would like to see the serious involvement of the government implementing some new policies that would benefit the industry. It should also introduce schemes for encouraging Indians to export more," he urges.

Richard is a follower of J Paul Getty as an entrepreneur and Arnold Schwarzenegger, builder and governor of California.

His Favourites

Swimming and watching Movies are his favourite pastime. He enjoys Turkish food. Salman Khan, Katrina Kaif, Lenny Kravitz, Lionel Messi, Laila Ali, Robert Kiyosaki, and Van Gogh are his favourite person.

New Venture

Supplying manpower for logistics

RK Tiwari – CEO



RK Tiwari-CEO, New Venture, is a specialised recruitment/manpower solution provider which includes recruitment, manpower outsourcing and payroll/compliance management services to the logistics/SCM industry. Dearth of skilled manpower prompted Tiwari to start services for logistics industry.

He is a graduate in English and did his Masters in marketing management.

He loves networking with trade professionals, attending conferences to get more knowledge about logistics/SCM industry.

His Favourites

Tiwari's favourite tourist destination in India is all the holy places. He is an admirer of actor Amitabh Bachchan and cricketer Sachin Tendulkar.

Gandhi Automations

Automation is the prime concern

Samir Gandhi – Executive Director



A Bachelor of Chemical Engineering, Samir Gandhi, executive director, Gandhi Automations, has 21 years of experience in sales, operations and business management of which 17 years are spent in the entrance automations and loading bay equipment industry.

During his stint at Charda Chemicals, as an engineer, he pondered on how the handling of hazardous chemicals can be automated. "It was my dream to have everything automated in the industry. My family was in the business of fabrication and engineering.

Hence I quit my job and joined in to support and put wings to my dream," he unveils. He established Gandhi Automations in 1996 to implement his ideas for the benefit of the logistics industry.

Based on his huge experience, he feels that infrastructure of warehouse, road, railway and port requires to be developed on a fast-track basis.

His source of inspiration is from reading about the works of Mahatma Gandhi, Jack Welch, Benjamin Franklin, etc.

His Favourites

Samir's favourite tourist destinations are Leh-Ladakh (India) and Lake Tahoe. He likes Indian cuisine. His favourite game is tennis and the personalities he admires include Mahatma Gandhi, Anna Hazare, Aamir Khan, Madhubala and Talat Mahmood.

**Aaargus
Global
Logistics**

Right choice for fashion logistics

Saakshi Trikha – Head of import division



Saakshi Trikha, head of import division, Aaargus Global Logistics has completed her school from Doon International School, Dehradun and done her Higher Secondary from Tagore International School, Vasant Vihar, New Delhi. She has acquired BA degree from Pearl Academy of Fashion, New Delhi and is into Fashion Merchandising and Production Management. Saakshi is a DGR qualified professional.

“I always wanted to work in a platform giving exposure to international business and accordingly I did my degree course in Fashion and Merchandising. When I graduated, there was a severe recession which hit the fashion industry and it was in crisis. At that time our family business was looking for exploring new opportunities in import cargo forwarding business. The company’s board was searching for a suitable candidate and an offer was made to me, which I reluctantly accepted, as I had no idea about our family business of freight forwarding and logistics,” confesses Saakshi.

“Every shipment is a challenge here as there are too many authorities involved to handle one shipment of air or ocean,” she opines. However, she is proficiently performing her job and has carved a niche in the international market.

Her Favourites

Saakshi’s favourite pastime is watching movies and reading. Goa, Germany and Austria are her favourite destinations. She loves Indian and Chinese cuisine.

AFL Dachser

From legal profession to logistics business

Satish Lakkaraju – National Sales Manager



Satish Lakkaraju, national sales manager, AFL Dachser, is a B.Sc, LL.B, MBA with a Post Graduate Diploma in Industrial Relations & Personnel Management.

Before his present assignment, Satish was in HR and a legal professional and more focused on courier and cargo industry. In his family, he is the first to enter the logistics industry.

According to him, though there is huge potential, India is still far behind many countries in cargo and Logistics industry, and the country needs to look into very basic things as today most of the employees are not qualified in the trade.

The industry is facing acute shortage of manpower. The government and industry need to stand united on critical issues.

He also urges for a common technology platform, because as of now the cargo industry is separately working on its own software. Cyrus Guzder, chairman and managing director of AFL Dachser has been a role model for Satish.

His Favourites

Satish loves to travel on a regular basis both for work and holidays. Reading management and motivation books and cooking are his other areas of interest. He has been a sports person from child hood and has played basketball for the University and state.

**Kale Logistics
Solutions**

In favour of more government support

Sumeet Nadkar – CEO



Sumeet Nadkar, CEO, Kale Logistics Solutions is a CA with over 20 years of experience. His prior experience spans M&A deals, strategic planning, fund raising and financial management. His immediately previous role was as CFO of Kale Consultants. Kale Logistics Solutions is focused on making IT solutions available to small and big players alike, in the logistics and aviation industry.

“Professionally, I have always been a keen adopter of IT in the areas of my function and have had the opportunity, on various occasions during my career, to witness the benefits of IT adoption in a number of business areas,” says Sumeet. In his opinion, apart from existing physical infrastructure bottlenecks, low technology adoption is the big challenge before the logistics industry in India. Industry requires increasing of IT investment to bring speed to the operations and communication in the supply chain. “The need of the hour is to remain focused on practical solutions,” he observes.

He also maintains that the industry requires greater support from government. The implementation of Value Added Tax (VAT) in 2006 has played a role in reducing logistics costs. The proposed implementation of Goods and Service Tax (GST) could lower logistics costs further.

Core Area

“I have been fortunate to gain a broad experience working in leading roles with businesses across verticals like –Polyester, Financial Services, and Pharmaceuticals amongst others. Also, I have experience in design and implementation of several business software applications.”

Monopoly Carriers

Transformation from rail to air cargo

Suraj Agarwal – Director



A B.Com graduate from Hislop College, Nagpur, Suraj Agarwal, director, Monopoly Carriers and general secretary, DACAAI, joined domestic air cargo business to respond to the changing business scenario.

He started train cargo transportation services between Delhi and Nagpur in 1990. "By 1995 we were the biggest carriers for the transportation of lottery ticket on domestic network.

By 2003 paper lottery was replaced by on line tickets. Accordingly, movement of goods was reduced. That was the time we started focus on air cargo," shares Suraj.

Interestingly, the current trend is the diversion of domestic cargo from air to train because of increase in rates by airlines and hassles at the airport terminals. To reduce stress, Agarwal likes to watch movies and cricket. He also regularly travels for holidays with his family. His favourite destination in India is Nanital, while overseas destination is Dubai.

His Favourites

He is the fan of Mohammad Rafi for his versatile singing quality and cricket maestro Sachin Tendulkar.

Indigo

Playing the vital role

S.Hari – General Manager, Cargo – India



S.Hari, general manager, cargo – India, Indigo, is a post graduate diploma holder in Business Management. He feels that logistics is the industry where someone can perform and excel, especially in these days of growth .

Each and every industry needs this support system to achieve its goals. Being airlines service providers, is playing a critical function in the supply chain system.

Currently, Hari is performing the vital role of maintaining a healthy relationship with the freight forwarders and logistics service providers. Hari feels that this industry would grow with the support of government and economies like India will witness major growth since government policies so far are very supportive. However, the country needs infrastructure to grow to compete with other countries

He also expects support from government especially for tax rebate. "There should be more private public partnership projects and use of technology to improve efficiency," he recommends. Narayan Murthy, the founder-chairman of Infosys Technologies is the role model of Hari.

His Favourites

Hari loves to spend time with his family after his hectic business schedule. His favorite tourist destination is Kerala in India and Singapore in the overseas. He prefers Chinese food. He is the fan of Amitabh Bachchan, Shankar Mahadevan, Sachin Tendulkar and Chetan Bhagat.

Perfect Cargo Movers

Rise from grass root

Umesh Tiwari – MD



Umesh Tiwari, managing director, Perfect Cargo Movers is started his professional career with freight forwarding company in accounts section. At present he has 20 years' industry experience and owning a company called Perfect Cargo Movers.

After academic qualification Umesh has done several professional courses from IATA and Lufthansa, which helped him to shift from accounts section to sales and marketing division of Trade Wings, a leading freight forwarding company in India.

He completed his company's first year with a humble turnover of Rs 12 crore in the financial year 2008-09, which was followed by commendable Rs 87 crore in 2009-10 and Rs 126 crore in 2010-11. In the current financial year Umesh has a target to touch Rs 150 crore turn over. Perfect Cargo is planning for huge investment in warehousing in this year.

According to Umesh, there is no dearth of cargo and freight forwarders can grow significantly. However, existing infrastructure is not conducive for the development of logistics industry in the country.

His Favourites

Capt Gopinath, pioneer of low cost airlines model in India is the role model of Umesh. He is also the admirer of Mother Teresa, Anna Hazare, Lata Mangeshkar and Sachin Tendulkar. He loves to visit Rishikesh, Mauritius, Lebanon and Austria.

Continental Carriers

Taking the family business to a new high

Vaibhav Vohra – Director



Vaibhav Vohra, director, Continental Carriers and director, DPD Continental, completed his graduation in Entrepreneurship and Finance from Babson College, Boston, USA in 2007. He returned home to enter the family business established by his grandfather, the Late TN Vohra. "My qualifications, at the time I joined the company, was simply the genetic inheritance," admits Vaibhav. And, during the course of more than three years now, he has come a long way professionally. During this time, he has won the International Intellectual Achievements Award for Young Entrepreneurs and the International Kohinoor Award for Individual Achievement and International Integration

He perceives that the logistics industry has just started to grow in India and has a long way to go. "Growth of a venture is always infested by inherent problems, drawbacks and challenges. So it is with the cargo/logistics Industry.

Lack of an efficient infrastructure, erratic pricing factor based on frequent global oil price fluctuations, customs clearance procedures, safety and security, are the serious concerns that require to be addressed immediately," feels Vaibhav. He likes to follow the footprints of his father, Vipin Vohra (MD, Continental Carriers), who remains a strong voice for the greater interest of the industry

His Favourites

"I do enjoy the quality time I spend with my family. My business travels do take me to various, new exotic countries, but I usually take the opportunity to spend a little while in Goa whenever it is possible," he informs.

Indicon Logistics

From manufacturing to logistics: a new face

Varun Thapar – Director



Varun Thapar, director, Indicon Logistics did his schooling from the Modern School in Delhi. After that he went to Brown University in Rhode Island, USA. Here he did his double major in European History and Economics.

The parent company of Indicon Logistics i.e. Karam Chand Thapar & Bros. (Coal Sales), where Varun is currently an executive director, has been in the bulk logistics business since its inception in 1943.

KCT is engaged in the transportation of coal and is the largest logistics service provider in this field. "We have made a recent entry into the Container Logistics industry.

We have entered into this space indirectly through the establishment of a world-class facility to manufacture containers and allied products. In that sense, the entry is more into manufacturing than it is into traditional logistics," informs Varun. He finds the future of the container logistics industry in India very bright. "India as a country is ideally suited towards the multimodal logistics model," he observes.

His Favourites

Varun is quite passionate about music – listening to it and playing it. His favourite tourist destination in India is Goa and abroad it is Italy. He also has a deep affection for the US. He enjoys all kinds of cuisine.

Seahorse Ship Agencies

An expert of rail logistics

Vanish Ahluwalia – Regional Manager (North India)



Vanish Ahluwalia, regional manager (North India), Seahorse Ship Agencies is a graduate in science, post graduate in Materials Management and Computer Science and Exports Management from IIFT. He started his professional career with CONCOR. "It was early 90s, when I visited a trade fair in Pragati Maidan and noticed EXIM operations which handled containers at its backyard called ICD, Pragati Maidan. This visit introduced me to the world of containerisation. I was the lucky one to be selected by CONCOR 1992, without any Railway background," he says.

He has been instrumental in the implementation of various job functions of Railway Terminal at the then newly built Inland Container Depot at Tughlakabad (ICD TKD), a Greenfield project, now India's largest dry port and shifting all operations from ICD at Pragati Maidan, New Delhi in order to provide better infrastructure to growing needs of the Trade. His role model is NR Narayana Murthy, the founder-ex chairman of Infosys Technologies, because of his clear vision and goals at the age when India was an emerging IT market. "His philosophy was to have 'Bigger Dream' and make shorter achievable plans, which drives you towards those Dream. This is required in our industry too, which surely has long way to go and is equally promising," he underlines.

His Favourites

To take a break Vanish loves to travel to any unexplored destination.

Viksun Carriers

“I love my India”

Vineet Chadha – Director



Vineet Chadha, director, Viksun Carriers, did his HSC from Hans Raj Model School in 1994 and B.Com from Delhi University. He holds a diploma in sales & marketing.

“The only reason for me to join cargo/logistics industry was my uncle, the Late Anil Khosla and founder of our company, Viksun Carriers. He was a dynamic personality who brought and inspired me to remain in this business,” Vineet says. “With his direction I later formed Combined Logistics Solutions in 2000, to tap sea freight business,” he adds. Vineet has been in this business for over 17 years now and expects more robust growth in future than it was possible anytime before. “Apart from the remarkable growth, new sectors are opening up for export / import,” he points out.

In his opinion, India’s cargo industry is poised to grow significantly and to achieve this growth the country needs better infrastructure, better policies, trained and organised work force. He advocates for strong Indian companies. “Don’t sell your companies to MNCs and make them strong. We need to work hard and give them tough competition,” he appeals.

His Favourites

He loves Indian destinations, though he has visited many countries because of the nature of his business. His favourite places in India are Goa, Kashmir, Rajasthan and Kerala. Apart from Indian food, he also likes Italian and Mexican food.

Master Group of Companies

Urging for strict rules

Xerxes P. Master – MD



Xerxes P. Master, managing director, Master Group of Companies has done his M.Sc in International Shipping from the University of Plymouth, UK. His family has been active in the shipping business since 1983. “Hence it was only natural to progress up the value chain to include cargo and logistics in our sphere of activities,” he maintains.

According to him, the cargo/logistics industry in India is still at a very early stage. The scope and growth is immense considering the fact that India is a growing economy. However, the logistics infrastructure is vastly under-developed.

“The cargo and logistics is only about challenges and nothing else. The market is over crowded with many fly by night operators. Our industry is highly de-regularised and hence it results in a lot of under cutting resulting in reputed and genuine players are under tremendous pressure on their bottom line. Today anyone and everyone can become a logistics player!,” he says. In his opinion, this will harm the industry in the long run. This can only be resolved by the government laying down strict guidelines and qualifications to become a logistics player. This will ensure quality players in the industry.

His Favourites

Follower of Ratan Tata Xerxes believes that life is not only about business but enhancing ones personality. He enjoys sailing, playing squash, working out in the gym, spending time with his family and watching movies.

Skyways Group

A bold and dynamic professional

Yashpal Sharma – Director



Yashpal Sharma, director, Skyways completed his school education from Air Force Bal Bharti, New Delhi. He entered Shaheed Bhagat Singh College, New Delhi, to pursue his graduation. He did diploma in Quality Assurance from Pearl Academy of Fashion and diploma in Advance Computers from NIFT. “My father, Mr SK Sharma, has been associated with cargo industry since 1968. He started our company, Skyways Air Services (P) Ltd., in the year 1983. I started to come to office for a couple of hours in my holidays from school and college. This raised my interest in the industry. Later, after completion of my graduation I joined the family business,” he shares.

The young, dynamic logistics practitioner appears exuberant about the immense scope before the Indian companies. At the same time, he voiced the serious concerns about the exiting shortcomings, especially visible at the infrastructural front. “Poor physical and communications infrastructure are major deterrents to the logistics sector. Road transportation accounts for more than 60 per cent of inland transportation. Slow movement of cargo due to bad road conditions, multiple documentation requirements, congestion at sea and airports due to inadequate infrastructure and bureaucracy make it difficult for exporters to meet the deadlines for their international customers,” he highlights.

His Favourites

He is a big fan of M S Dhoni because of his leadership skills. He is very fond of driving. His favourite destinations are Rajasthan and the South of France. He is the fan of Kishore Kumar, Ranbir Kapoor and Deepika Padukone.



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Cargo activities at AAI airports

Impetus on non-metro airports for seamless growth

The recent activities and achievements of the Airports Authority of India (AAI) pertaining to air cargo movements within and from/to India are portraying the new face of the public sector undertakings. Gp Capt DC Mehta, advisor (MR), chairman secretariat, AAI, highlights some of the infrastructure related initiatives.

The development and management of international/ domestic cargo terminals is one of the main functions of AAI. The role of airports has become vital to the country and has become an essential and inescapable part of the growth story. Air cargo terminals, being the nuclei of economic activity, assume a significant role in national economy.

AAI Managed Air Cargo Initiatives

Establishment of integrated / interim cargo terminal for international cargo handling

The pioneering efforts of AAI led to the designing, construction and managing of metro airports viz. Delhi and Mumbai (now under JVCs), Chennai and Kolkata, followed by an interim cargo terminal at Nagpur (1997), which was handed over to the state government enterprise called MIHAN from August, 2009. AAI has also launched cargo terminals at Guwahati (1999), Lucknow (2000), Coimbatore (2001), Indore (2007) and Amritsar (2007) to handle international

cargo and courier consignments. AAI also facilitated the operationalisation of the Air Cargo Complex at Port Blair airport, for domestic cargo operations on October 1, 2010, to boost the export of marine products and agriculture / floriculture related products from Port Blair.

Establishment of interim domestic cargo / courier terminal

An interim domestic cargo / courier terminal was commissioned at Kolkata Airport from September 10, 2008. The domestic carriers were allotted space on common user basis to carry out their domestic cargo/courier business.

Projects in Hand

Launching of Ground Handling Agency at AAI airports

After leasing the Mumbai and Delhi airports for a period of 30 years, extendable for another 30, AAI invited tenders for grant of separate license to Ground Handling Agent (GHA), to provide comprehensive ground handling services in 2009 at the airports in India located in the Northern,



VP Agrawal, chairman, AAI

Southern and Western regions, which have both international and domestic flights.

AAI has therefore awarded the comprehensive ground handling responsibility at certain airports for a period of 10 year, extendable for 5 years, which would be commencing their operations shortly. The airports are Amritsar, Jaipur, Lucknow, Srinagar and Varanasi in Northern region, Trivandrum, Calicut, Coimbatore, Mangalore and Trichy in the Southern region and Ahmedabad, Goa and Pune in the Western region.

The appointment of GHAs is expected to bring more professionalism



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CARGO TONNAGE PROFILE AT AAI MANAGED AIRPORTS

AIRPORTS	INTERNATIONAL CARGO TONNAGE (WT. IN MT.)						% CHANGE
	FY: 2010-11 (APR-MAR)			FY: 2009-10 (APR-MAR)			
	Export	Import	Total	Export	Import	Total	
Chennai	119741.64	1135771.21	255512.85	92553.33	119973.97	212527.30	20.23
Kolkata	25863.58	19585.66	45449.24	23141.01	16994.20	40135.21	13.24
Coimbatore	3050.52	127.25	3177.77	2460.53	126.45	2586.98	22.84
Guwahati	0.00	0.63	0.63	0.62	1.53	2.15	-70.47
Lucknow	393.84	205.38	599.21	255.99	158.07	414.07	44.71
Amritsar	6828.70	65.81	6894.51	255.99	73.72	3161.21	118.10
Total	155878	155756	311634	121499	137328	258827	20.40

in airport operations, with a better security environment, including cargo handling with more yield to AAI in the process.

Cargo Potential Studies at non-metro airports

The cargo potential study for Pune, Srinagar, Surat, Trichy and Guwahati airports has been carried out and is being evaluated for further decision making. The Cargo Potential Study is under process for Mangalore, Varanasi and Raipur airports while revised terms of the MoU at Calicut airport for cargo operations will be undertaken in the near future. The introduction/creation of Bonded cargo facility at Amritsar is also on the anvil, and also at airports which have limited cargo upliftment capacity and lack proper air connectivity.

Major Improvements at Chennai

In Chennai, the AAI has added Phase-II in the Cargo Complex creating storage /



processing area of 15600 sqm. The existing cargo capacity for import and export is 363712 MTs., against the demand of 219562 MTs. AAI is going to add Phase-III, admeasuring an area of 26000 sqm

thus increasing the capacity by 481000 MTs. According to AAI's CP&MS Report on Capacity Measurement Survey, this capacity will be sufficient to handle the cargo up to 2019-20.

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Phase-III of cargo complex at Chennai will have Automated Storage Retrieval System (ASRS) with 8000 storage bins, with a capacity of 1.3 MTs. each. This facility will not only provide better inventory control but add to the efficiency, accuracy and zero un-traceability and less human interventions; complete automation in storage and handling.

The fully mechanised Elevated Transfer Vehicle (ETV) is also under the process of being installed, with 198 positions for ULD storage, thus enhancing the total capacity by 990 MT.

The development works entail an expenditure of Rs.147 crore by AAI. In Kolkata Airport, the existing cargo storage / processing area in Phase-I is 21906 sqm. with a capacity of 125000 MTs., against the present demand of 41000 MTs. The current facility will suffice up to 2019-20. There is no requirement / proposal to add any further infrastructure at this stage.

The old cargo terminal, with an area of 4000 sqm., was converted into a separate exclusive domestic / courier terminal in the last quarter of 2008. The airport has introduced ASRS at its Cargo complex with 1944 storage bins having capacity of 1.0 MTs each. The airport has also launched ETV at 70 positions enhancing the storage capacity to the tune of 476 MT. The developments plans have cost the AAI Rs.52 crore.

AAI has successfully implemented e-trade/EDI connectivity, including the launch of ICES 1.5 version at Kolkata and Chennai airports in September 2010 and January 2011, respectively, while the implementation at Amritsar and Coimbatore airports was scheduled to be completed by June, 2011.

Cargo Airport and Cargo Hub

AAI has conducted a site survey to set up of an international cargo airport in the NCR Region (by providing land and through PPP mode) on behalf of Government of Haryana. The site was also found suitable for a Cargo Village, in future, near Delhi airport. The

DEVELOPMENTS AT NON-METRO AIRPORTS



- Cargo being handled departmentally at Amritsar, Indore, Lucknow, Guwahati, Coimbatore & Port Blair.
- The area available at the existing cargo terminals is sufficient to meet the existing / future demands for next five years.
- The developmental plan for Srinagar and Trichy Air Cargo Complex is at the planning stage at present, while construction of the cargo facility at Surat airport is linked with the air connectivity issue ex-Surat airport which is under consideration.
- The concept of Bonded Trucking between metro/non-metro airports has been gaining the attention of Policy Makers, which is being actively considered as an alternative where air connectivity or payload problems are found.
- AAI has already taken the modernisation of 35 non-metro airports, which will cost around Rs. 5000 crore.
- Among the 35 non-metro airports, modernisation of 20 has been completed, with 10 in different stages of project activity, and the balance 5 in the planning stage

formal approval from MoCA is awaited on the project. AAI is also emphasising on the Regional Airport concept, whereby the capital and commercial cities in the states, where infrastructure is now improved, would be utilised under the Regional Airport concept to provide for Hub & Node types of airport operations.

In this direction, AAI has decided to undertake domestic cargo handling at metro/non-metro airports in a phased manner (including by modifying the old/redundant passenger terminals at non-metro airports, so as to improve the existing infrastructure by introducing Common User Domestic Cargo Terminal and to facilitate the creation of Cargo Hubs at major airports in the process.

In pursuance of MoCA directives recently, AAI has prepared a 'concept paper', for undertaking the cargo related activities with a view to diversify and maximise the cargo revenue as a forward integration process.

Major activities will include: Development of Common user Domestic Cargo, Bonded Trucking, X-ray screening / certification by AAI, Door to door delivery of processed cargo, Air Cargo Community System, courier / express cargo handling, Cargo Hub development, development of Cargo Freight City and setting up of Free Trade Zone.

Meanwhile, the Economic Advisory Council of MoCA has set up a working group on air cargo and express cargo service industry, to give recommendation on creation of infrastructure, bench marking and standardisation of service parameters, simplification of cargo clearance procedures, creation of cargo hub and cargo village in India and establishment of AFS/ICDs

It is now expected that the initiatives taken by MoCa and AAI will have far reaching effects in reducing the congestions and pressure on two major airports, viz Delhi and Mumbai airports.

The AAI initiatives are highly commendable in respect of the development of the country's economy—both in domestic and international sectors. 🇮🇳



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- ★ Presence in Mumbai, Delhi, Chennai and Ahmedabad.

MAJOR PROJECTS UNDERWAY

Perishable Cargo Terminal



- ★ Located at the Air Cargo Complex at the CSI Airport, Mumbai.
- ★ State of the art facility built over 2500 Sq mt (approx) to handle all type of perishable and temperature sensitive cargo.
- ★ 5 ULD storage chamber operating at different temperatures ranges from -10°C to 12 °C
- ★ 30 ULD position available 24 X 7.
- ★ Crucial monitoring of temperature while cargo transits through the facility
- ★ The facility will be a boon for Pharmaceutical exports which require temperature control
- ★ Subject to regulatory approval, the facility will open for commercial operations soon.





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Greenfield Air Cargo Terminal



- ★ CSC's Flagship project: State of the art Green Field Air Cargo Terminal at Delhi International Airport
- ★ To be built over 70000 sq mt at cost of ` 500 cr over 6 years.
- ★ Two Terminals T1 and T2. T1 spread over 50000 sq. meters is currently under development.
- ★ Soaring over 22 M high, it will have a capacity to handle more than 1.25 million tons of cargo.
- ★ Integrated facility for domestic and international cargo with provision to handle all types of Cargo, General, Perishable, Temperature sensitive, Valuable, Dangerous goods and Live Animals.
- ★ Almost 5000 sq. meters for Perishable export and import cargo, with special provision for handling of meat and other such products without cross contaminating other perishable produce.
- ★ Special facility dedicated for handling dangerous goods.
- ★ Ability to receive, deliver and process shipper built ULD for both export and import.
- ★ It will be one of the first highly automated facility in India within 5 years of completion.
- ★ With stringent adherence to standard operating systems and highest level of safety and security norms; the facility will deliver reliable and efficient handling by our highly skilled employees; ensuring safety and security of your cargo.
- ★ First phase of the project (an area of 20000 sq mt) will be ready for commercial operations shortly for handling of international – perishable, general, valuable and express cargo

Air Freight Station

- ★ An airfreight station concept is based on the idea of providing airline' nodes near production areas to make it easier for the customer to handover their cargo meant for export and clear their import cargo while completing all the formalities there itself.
- ★ The facility would help to reduce congestion at the gateway airport air cargo complexes, besides expediting clearance of imported cargo and minimizing handling operations at the airport.

- Air Freight Station Sabarmati, Ahmedabad.
- Air Freight Station Mulund, Mumbai.



MANGALORE PORT REGISTERS HANDLING OF MORE THAN 10,000 TEUS

According to P Tamilvanan, chairman of NMPT, the beginning of current financial year shows encouraging trend for the growth of container traffic at the port. Meanwhile, the container handling at New Mangalore Port Trust (NMPT) crossed 10,000 TEUs (twenty-foot equivalent units) mark in the first 75 days of the current financial year. In the same period last year the performance was 8,917 TEUs thus recording a growth of 13 per cent. The port handled 40,158 TEUs of containers during 2010-11.

Of the total handling of 10,076 TEUs at the port, nearly 13.15 per cent of the cargo was contributed by the mainline vessels calling at the port during the period.

Four mainline container vessels from East and West Africa called at New Mangalore till June 14, contributing more than 1,300 TEUs to the total container traffic of the port. The port handled one mainline container vessel in April and two in May.

The fourth mainline container vessel of the current financial year – m.v. Konard Schulte – brought 399 TEUs of raw cashew cargo from Port of Cotonou in Benin of West Africa.

TRAFFIC HANDLED AT MAJOR PORTS (DURING APRIL TO MARCH, 2011* VIS-A-VIS APRIL TO MARCH, 2010)

(In '000 tonnes)

Ports	April to March Traffic		% Variation Against Prev. Year Traffic
	2011*	2010	
1	2	3	4
KOLKATA			
Kolkata Dock System	12540	13045	-3.87
Haldia Dock Complex	34892	33378	4.54
TOTAL: KOLKATA	47432	46423	2.17
PARADIP	56030	57011	-1.72
VISAKHAPATNAM	68041	65501	3.88
ENNORE	11009	10703	2.86
CHENNAI	61460	61057	0.66
TUTICORIN	25727	23787	8.16
COCHIN	17873	17429	2.55
NEW MANGALORE	31580	35528	-11.20
MORMUGAO	50022	48847	2.41
MUMBAI	54585	54541	0.08
INPT	64299	60763	5.82
KANDLA	81880	79500	2.99
TOTAL:	569908	561090	1.57

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Mundra Port completes acquisition of Coal Terminal in Australia

Mundra Port had announced on 3rd May, 2011 the signing of a Sale and Purchase Agreement in respect of Abbot Point X 50 Coal Terminal (APCT) following the international competitive bidding process conducted by the State of Queensland in Australia.

The company was working on completion of the acquisition by signing the various lease agreement and other transfer documents. The company has announced that with the signing of the Long Term Lease Agreement and with the transfer of shares it has completed the acquisition of APCT.

Gautam S. Adani, chairman & managing director, announcing the completion of the acquisition said that the entire deal from selection of bidder to completion was completed in record 28 days. With the execution of various documents with officials of the Government of Queensland, Mundra Port has become the owner of APCT. The name of the Company has been changed to Adani Abbot Point Terminal Pvt Ltd.

The management team from Mundra is in place and has taken over ownership and oversight of the operations of APCT effective from June 1, 2011.

SOVEREIGN SHIPPING JOINS CONQUEROR GLOBAL FORWARDING GROUP

The freight forwarding company Sovereign Shipping has been selected as the exclusive representative of the Conqueror Freight Network in Ludhiana.

Conqueror operates as a "virtual multinational" in which independent firms around the world work together in a regimen of "disciplined cooperation".

Conqueror, which began accepting applications last September and launched operations in January, is choosing one strong forwarder to act as a "virtual branch" in each of 564 cities in 127 countries. Members agree to use each other's services for a substantial proportion of their shipments, which ensures a significant increase in business volume for all, among other advantages.

"The idea is to use cooperation to help our members compete on a more equal footing against the giant mega-forwarders," says Antonio Torres, founder of the Madrid-based Conqueror group. "Strong players like Sovereign Shipping will ensure our success as a global group," Torres added. The network is now seeking qualified members in Cochin, Kolkata, Vadodara, Coimbatore, Hyderabad, Jaipur and Kanpur.

IHC Merwede launches trailing suction hopper dredger



The naming and launch ceremony for the 11,650m trailing suction hopper dredger, Breughel, recently took place at the IHC Merwede shipyard in Krimpenaan den IJssel, The Netherlands. IHC Merwede is building the ship for the DEME (Dredging, Environmental & Marine Engineering) Group.

The contract for the design, construction and delivery of the vessel was signed between DEME and IHC Dredgers in June 2010, and the keel was laid on 15 November 2010. The vessel will be delivered by November 2011.

The design of the Breughel is based on the trailing suction hopper dredgers Brabo and Breydel, delivered by IHC Merwede in 2007 and 2008 respectively.

The limited draught, combined with large width, ensures that the Breughel can be used in conditions where other ships of this class would be restricted. The vessel's one-man operated bridge is equipped with the latest state-of-the-art console, which combines both the dredging and sailing functions.

ALL THE WAY EXPRESS LAUNCHED TO OFFER NVOCC SERVICES

With an objective to offer NVOCC services a new company called All The Way Express (ATW) has recently been formed in New Delhi. ATW offers a unique solution to the freight forwarders across the world with multi modal solutions.

Sea-air and air-sea consolidation services will be the primary focus of the company. Both services are available for export as well as import cargo. The service network includes Delhi, Mumbai, Chennai, Bengaluru, Los Angeles, San Francisco, Dubai, Hong Kong and Singapore.

The company also offers online tracking and warehousing facilities at all the transit points.

Add to these, warehousing and distribution across the world, special pallet rates for retail shipments, ULD management, project cargo movement, special cargo handling, exhibition cargo, DGR cargo and consultancy services will also be offered by the new company.

INTERMEC LAUNCHES OFFICES IN DELHI, MUMBAI AND CHENNAI

Intermec, a leading provider of rugged mobile computing and data collection systems, bar code printers, label media, and RFID solutions recently announced that it has completed a significant investment in India by opening direct liaison offices in Mumbai, New Delhi and Chennai to service the growing demand from customers and partners for its market leading solutions.

These offices expand Intermecs ability to offer local advice, consultation and support to its fast growing base of business partners and their customers in this dynamic country.

Corporations in India have been strong adopters of Intermec solutions, particularly in the logistics, transportation and consumer packaged goods market where reliability, quality, and performance of systems are critical.

Commenting on the new launch Julian Sperring-Toy, regional director and general manager for Intermec India said, "By investing in significant on the ground resources, we are well positioned to help and assist our local or global customers and business partners in deploying our market leading mobility and data collection solutions." According to him, India and the South Asian markets are the core elements of the company's growth strategy for the coming years and Intermec has a long term investment plan to support it.



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Six key principles

for logistics service providers to grow fast

The winners in this era of rapid change will be manufacturers, retailers and logistics service providers who re-engineer the long, thin supply chains they have evolved over the last decade, says Sundar Swaminathan, senior director— industry strategy and marketing, Oracle.



At the beginning of the year, 2011 seemed to be the year in which the global economy would reach pre-financial crisis levels as economies around the world continued to gain momentum, leading to increased manufacturing output, retail sales, and global freight flows.

Now, the world watches with a mixture of anxiety and hope as people revolutions sweep across the Middle East and North Africa. In the short term, oil prices will spike, driving up transportation costs; but in the long term, this could usher in an era of growth to regions that have been suppressed for years, driving up consumer demand for a range of goods and offering new opportunities for logistics. The winners in this era of rapid change will be manufacturers and retailers who

re-engineer the long, thin supply chains they have evolved over the last decade and move to a model in which they sell where they build and build where they sell. The shorter supply chains will be less vulnerable to transportation cost spikes, carry lower inventory, and be more demand sensitive. Third-party logistics providers have a key role to play in this transformation as shippers — manufacturers and retailers — outsource a greater portion of their logistics planning and execution.

The 2010 Annual Third Party Logistics (3PL) Study, conducted by Capgemini Consulting, the Georgia Institute of Technology and Panalpina, showed that companies spend 11 percent of their sales revenue on logistics, and outsource about 42 percent of logistics spend. The logistics service provider (LSP) industry has been growing steadily over the last two



Sundar Swaminathan

decades with revenues over US\$500 billion globally. Shippers outsource a range of services, from domestic and international transportation to warehousing, forwarding, customs brokerage, and supply chain redesign. LSPs offer anywhere from one to 16 separate services, with most LSPs offering eight or more services.

IT Capability Gap

The 3PL Study also showed that LSPs still face an IT capability gap — only 54 percent of the shippers surveyed were satisfied with the IT capabilities their LSPs offered. LSPs have been bridging the IT capability gap over the last three years, but there is still a long way to go.

Two decades of strong growth through mergers and acquisitions, decentralized IT, and a huge growth in geographical footprint, clients, industries, and services offered have resulted in a complex IT environment with legacy platforms, point-point integrations, multiple data silos, and custom applications that are difficult to maintain, difficult to modify, and expensive. LSPs often have operating platforms for each service they offer, and an instance of the system for each client, leading to hundreds of warehouse management system (WMS) instances and transportation management system (TMS) instances that need to be maintained to support clients.

IT is the bottleneck for a large number of LSPs, limiting the agility and functionality LSPs need to bring innovative new services to market quickly, deliver existing services reliably at the lowest cost, and meet ever-increasing regulatory requirements. LSPs have used short-term fixes for years to overcome these challenges, using manual processes to meet client needs, but this is not sustainable. LSPs have to simplify and modernize their information technology environments, standardize and automate business processes, and transition to logistics platforms that allow them to provide multiple services to multiple clients on a single configurable platform.

Six Principles of Transformation

Leading logistics providers have realized that IT is a strategic differentiator and that investments in IT are critical to long-term success. As a result, they are making the investments to transition their information technology environments to this state. In working with shippers, LSPs and carriers

over the last two decades, the Oracle Transportation industry team has identified six key principles that characterize class information technology platform.

Automate to scale the business and improve profitability:

Standalone systems, disconnected and labor intensive processes, and the lack of decision support for complex tasks such as quoting, routing, and shipment consolidation have resulted in LSPs adding manpower to support growth, high cost of service, and low margins. Logistics leaders will automate routine and complex tasks and orchestrate enterprise workflows, allowing the workforce to focus on the customer and on exceptions that require human expertise.

Leverage technology to speed time-to-market:

Multiple systems for logistics planning and execution and financials, and the lack of standard processes, have increased the time LSPs need to introduce new services and made it difficult to deliver them consistently.

Logistics leaders will adopt global quote-to-cash platforms that allow new services to be introduced quickly and delivered reliably by ensuring adherence to contracts, automated workflows, and pro-active monitoring.

Configure solutions without customizing processes and IT:

Inflexible legacy platforms for transportation and warehouse management have forced LSPs to add a new instance of the system for each client, resulting in hundreds of TMS and WMS instances that needed to be setup, configured, and maintained. LSPs have also had to rely on workforce training to ensure adherence to customer-specific requirements.

Logistics leaders will adopt TMS and WMS platforms that can support multiple services for multiple clients, reducing the time and costs to onboard each client. Logistics leaders will also automate client business rules, ensuring service reliability and customer satisfaction.

Collaborate with customers, partners, employees:

Collaboration with customers using spreadsheets, complex EDI integrations, high error rates, and long lead times for setting up electronic communications with shippers and carriers have limited the real-time collaboration abilities of LSPs. Leaders in logistics will use new collaboration platforms that support data exchange in a variety of formats, integration using web services, and automated workflows. This will reduce the time and costs for integration, increase reliability, and promote proactive workflow monitoring.

Measure to drive improvement:

KPI data collection and computation tends to be manual and delayed at most LSPs, making proactive process improvement difficult. Leaders in logistics will improve decision-making through performance dashboards that allow visibility to KPIs and provide the insights needed to identify root causes and improve processes. Leaders in logistics will invest in robust data collection systems for KPIs, automate KPI computations and make continuous process improvement a priority.

Deliver one version of the truth

Most LSPs have a real challenge closing their books quickly because revenue and expense data is split across multiple systems. Customer data, shipment data, and other enterprise master data is stored in multiple systems as well, making it difficult for LSPs to get a consolidated view of customers and operations. Leaders in logistics will centralize customer, shipment, and enterprise master data, lowering IT costs and accelerating decision making. They will also invest in tools for financial consolidation.

The LSP Imperative: LSPs that continue to do business as usual will not survive in this of rapid change. LSPs that realize IT is a strategic differentiator and adopt modern leadership principles will become the industry leaders of tomorrow. 🚀

(This article was originally published on Oracle's Profit Online - oracle.com/profit)

TRAFFIC STATISTICS DOMESTIC FREIGHT

S. No.	Airport	Freight (in Tonnes)					
		For the Month			For the period April to March		
		March 2011	March 2010	% Change	2010-11	2009-10	% Change
(A) 11 International Airports							
1	Chennai	8245	7832	5.3	93336	71246	31.0
2	Kolkata	7198	6366	13.1	84861	70168	20.9
3	Ahmedabad	1284	916	40.2	15060	11018	36.7
4	Goa	437	321	36.1	4247	3460	22.7
5	Trivandrum	121	110	10.0	1540	1442	6.8
6	Calicut	17	44	-61.4	282	368	-23.4
7	Guwahati	705	548	28.6	8520	5276	61.5
8	Jaipur	636	609	4.4	8177	5763	41.9
9	Srinagar.....	181	134	35.1	2016	1815	11.1
10	Amritsar	5	12	-58.3	161	329	-51.1
11	Portblair	202	203	-0.5	2299	2290	0.4
	Total	19031	17095	11.3	220499	173175	27.3
(B) 6 JV International Airports							
12	Delhi (Dial)	17551	16495	6.4	209113	163913	27.6
13	Mumbai (Mial)	17988	15473	16.3	199831	174184	14.7
14	Bangalore (Bial)	7357	6918	6.3	87515	71893	21.7
15	Hyderabad (Ghial)	3053	2746	11.2	36390	30164	20.6
16	Cochin (Cial)	755	667	13.2	8610	7857	9.6
17	Nagpur (Mipl)	449	707	-36.5	9145	4717	93.9
	Total	47153	43006	9.6	550604	452728	21.6
(C) 9 Custom Airports							
18	Pune	2327	2578	-9.7	27828	17845	55.9
19	Lucknow	384	299	28.4	3492	3407	2.5
20	Coimbatore	624	740	-15.7	6637	6285	5.6
21	Mangalore	28	30	-6.7	305	382	-20.2
22	Trichy	0	0	-	0	25	-100.0
23	Patna	260	221	17.6	3279	1928	70.1
24	Bagdogra	94	88	6.8	1114	869	28.2
25	Varanasi	31	23	34.8	422	363	16.3
26	Gaya	0	0	-	0	0	-
	Total	3748	3979	-5.8	43077	31104	38.5
(D) 20 Domestic Airports							
27	Bhubaneswar	271	197	37.6	2667	1998	33.5
28	Indore	471	408	15.4	5380	5301	1.5
29	Visakhapatnam	284	89	219.1	1107	938	18.0
30	Jammu	106	114	-7.0	1371	1157	18.5
31	Vadodara	166	180	-7.8	2099	1745	20.3
32	Agaratala	595	602	-1.2	7105	6755	5.2
33	Chandigarh	53	26	103.8	549	219	150.7
34	Raipur	217	149	45.6	2356	1593	47.9
35	Imphal	592	355	66.8	6002	4719	27.2
36	Madurai	56	44	27.3	580	574	1.0
37	Udaipur	0	0	-	0	0	-
38	Ranchi	148	72	105.6	1306	677	92.9
39	Bhopal	82	68	20.6	1175	924	27.2
40	Leh	131	112	17.0	1426	1368	4.2
41	Aurangabad	115	152	-24.3	1841	1247	47.6
42	Rajkot	68	43	58.1	933	635	46.9
43	Dibrugarh	41	29	41.4	322	331	-2.7
44	Tirupati	0	2	-100.0	13	23	-43.5
45	Silchar	48	27	77.8	480	342	40.4
46	Juhu	27	28	-3.6	311	383	-18.8
	Total	3471	2697	28.7	37023	30929	19.7
(E) Other Airports							
		83	73	13.7	995	1057	-5.9
Grand Total		73486	66850	9.9	852198	688993	23.7
(A+B+C+D+E)							

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CSC TIES UP WITH NIIT TECHNOLOGIES AND SIEMENS

CSC India has announced a strategic partnership with NIIT Technologies and Siemens for strengthening its technology and material handling function at the Greenfield Cargo Terminal at IGI Airport, New Delhi. Addressing a press conference in New Delhi, Radharamanan Panicker, Group CEO, CSC, said that the partnership would create a world class cargo handling facility for the integrated cargo complex at Delhi International Airport which is funded by IDBI. The new terminal will be able to handle 1 million tonne cargo per year when it would be fully operational, in phased manner.

“With the introduction of NIIT Technologies’ solution as the core cargo handling system, CSC will derive immense benefit in faster processing of cargo, process improvement, better monitoring and control, visibility across the operational process and reduced process redundancies which will result in enhance customer services,” said Panicker. He also emphasised that the tie up would enable seamless connectivity with CSC’s customer through EDI and web online interface. Elaborating on the Siemens services for the Green field Cargo Terminal in Delhi Airport, Panicker maintained



Radharamanan Panicker addressing the press conference

that Siemens’ Mobility division will outfit the main terminal (T1) with a full air cargo handling solution (MHS) which will include Automatic Storage and Retrieval system, cargo workstation, pallet and container handling storage and handling system, all managed and controlled by high level IT systems.

The press conference was also attended by Arvind Mehrotra, EVP, NIIT Technologies; Tilakraj Seth, VP and head mobility division, Siemens Limited and Tushar Jani, chairman, CSC India.

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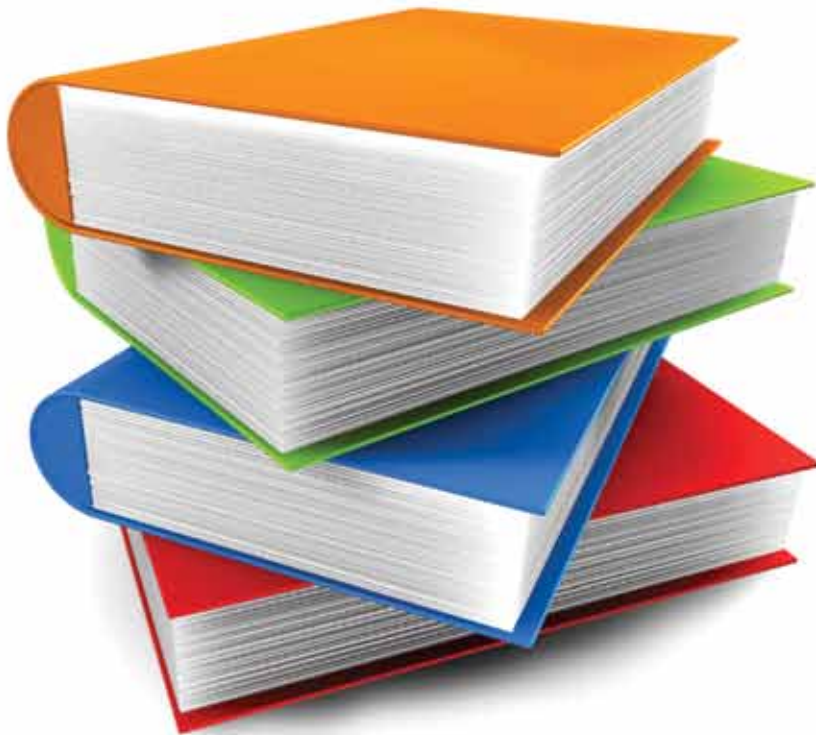
TRAFFIC STATISTICS INTERNATIONAL FREIGHT

S. No.	Airport	Freight (in Tonnes)					
		For the Month			For the period April to March		
		March 2011	March 2010	% Change	2010-11	2009-10	% Change
(A) 11 International Airports							
1	Chennai	27326	26114	4.6	295497	249522	18.4
2	Kolkata	4109	3602	14.1	45096	40088	12.5
3	Ahmedabad	923	1348	-31.5	12980	11657	11.3
4	Goa	420	223	88.3	2535	917	176.4
5	Trivandrum	3582	3638	-1.5	37795	31708	19.2
6	Calicut	2246	2114	6.2	21964	17132	28.2
7	Guwahati	0	0	-	0	0	-
8	Jaipur	14	41	-65.9	398	446	-10.8
9	Srinagar	0	0	-	0	0	-
10	Amritsar	471	471	0.0	5834	2784	109.6
11	Portblair	0	0	-	0	0	-
Total		39091	37551	4.1	422099	354254	19.2
(B) 6 JV International Airports							
12	Delhi (Dial)	36204	34673	4.4	390932	333473	17.2
13	Mumbai (Mial)	43983	41825	5.2	470402	408452	15.2
14	Bangalore (Bial)	13317	11786	13.0	135263	102751	31.6
15	Hyderabad (Ghial)	4024	4004	0.5	42097	36295	16.0
16	Cochin (Cial)	3449	3211	7.4	32198	32779	-1.8
17	Nagpur (Mipl)	31	33	-6.1	346	279	24.0
Total		101008	95532	5.7	1071238	914029	17.2
(C) 9 Custom Airports							
18	Pune	0	0	-	0	0	-
19	Lucknow	73	62	17.7	586	378	55.0
20	Coimbatore	39	62	-37.1	390	702	-44.4
21	Mangalore	0	0	-	0	0	-
22	Trichy	154	112	37.5	1775	1349	31.6
23	Patna	0	0	-	0	0	-
24	Bagdogra	0	0	-	0	0	-
25	Varanasi	0	0	-	0	0	-
26	Gaya	0	0	-	0	0	-
Total		266	236	12.7	2751	2429	13.3
20 Domestic Airport							
(D) 20 Domestic Airports		0	0	-	76	0	-
(E) Other Airports		0	0	-	0	0	-
Grand Total (A+B+C+D+E)		140365	133319	5.3	1496164	1270712	17.7



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IATA Cargo eChartbook - Q-2, 2011

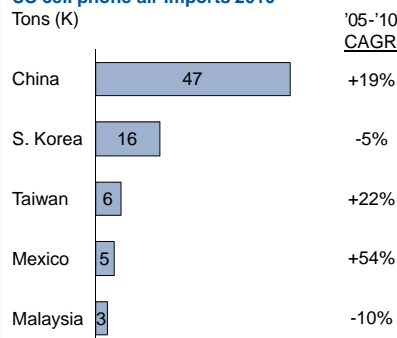
The market environment has deteriorated significantly since the previous issue of the IATA e-chartbook, at the end of the first quarter. Shocks have hit the demand side in Japan and MENA and the cost side with a further surge of fuel prices. The squeeze on profit margins is becoming evident as asset utilisation declines. However, world trade has continued to increase at a robust pace. Economic growth is slowing but it is expected to remain more robust than it did following the 2008 oil price spike, which suggests that cargo markets and cargo profitability will be squeezed further but should be able to stay in profit this year.

Key Points:

- Cargo profitability has already been reduced by rising fuel costs and falling asset utilization
- However, economic growth and world trade continues to provide a supportive environment for air cargo
- Recently ocean freight has benefited from world trade growth but a further upward leg for air freight is expected
- Rising fuel costs and some cost increases elsewhere, such as labor, together with falling utilization are putting pressure on profitability
- With twin-aisle capacity increasing but air cargo volumes slipping, load factors are falling and freighter utilization has declined 8 per cent
- Translating further growth of markets and revenue into profit will be much harder

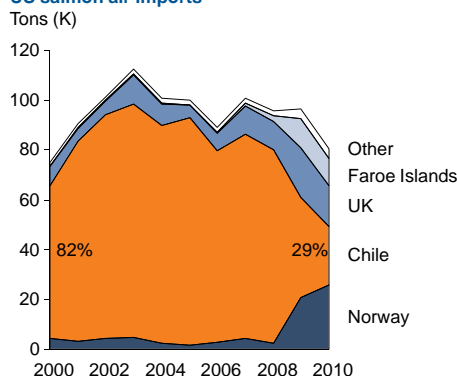
Changes in US sourcing patterns

US cell phone air imports 2010



Although from a low base, Mexico is greatly expanding its cell phone exports to the US

US salmon air imports

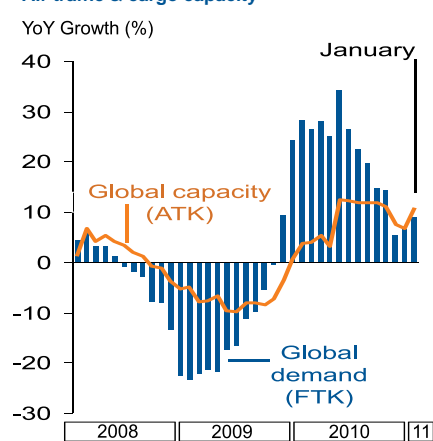


Due to the infectious salmon anemia virus in Chile, the US started importing from other countries

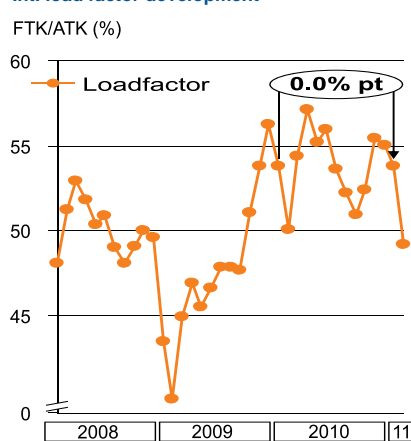
Source: Seabury Global Trade Database

Key measures air cargo market

Air traffic & cargo capacity



Int. load factor development



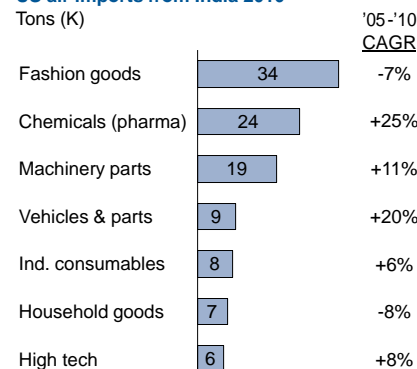
Late 2010, growth in capacity exceeded demand again for the first time since the recovery of the air cargo markets started

Note: Exchange rates have high influence on yield performance over time; Capture rate fuel surcharges assumed stable at 80%

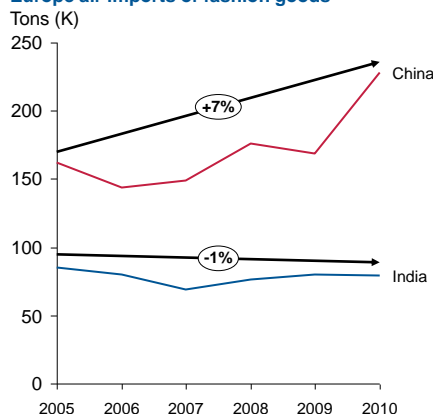
Source: IATA Monthly Traffic Results, IATA Cargo E-chartbook; KLM website; US Energy Information Administration; Seabury Surcharge Model; Seabury analysis

India is shifting away from fashion goods export

US air imports from India 2010



Europe air imports of fashion goods



Source: Seabury Global Trade Database



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Blue Dart expands ONE RETAIL footprints

for domestic & international customers

In a bid to create a simplified customer experience through the Blue Dart - DHL ONE RETAIL stores, Blue Dart has recently added 20 new ONE RETAIL stores thereby taking the count to 422 retail outlets in India. CT Bureau

The ONE RETAIL initiative by Blue Dart and DHL leverages the leadership position enjoyed by both the brands. It offers customers the freedom to avail of domestic as well as international products in both Blue Dart and DHL outlets.

Both Blue Dart and DHL are well established brands, with strong brand recall and loyalty.

They draw on each others' strengths through collaboration and sharing of knowledge and best practices that make

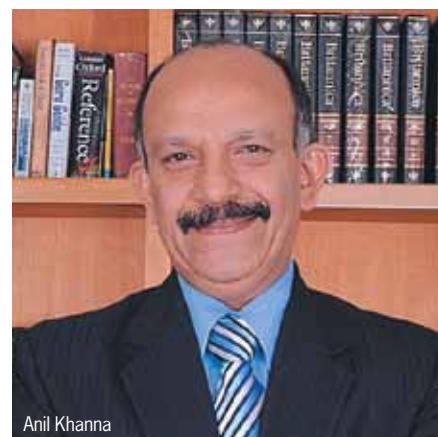
Blue Dart and DHL have formed an X-BU (cross Business Units) initiative that aims to 'collaborate and simplify' customers' lives

it a formidable unified team in the eyes of the customer. The ONE RETAIL store is yet another initiative where the customers stand to gain from Blue Dart's domestic network and DHL's global reach.

"Blue Dart and DHL have always focused on customer requirements and have constantly innovated to ensure customer delight. Our customers' trust



and loyalty have driven us to design distinctive and customized services like the ONE RETAIL. We have a strong team and an extremely well thought-out strategic focus till 2015. As part of this strategy, Blue Dart and DHL have formed an X-BU (cross Business Units) initiative that aims to 'collaborate and simplify' customers' lives. This also includes increasing the count of ONE RETAIL stores from 422 to 1000 across



Anil Khanna

India by 2015," elaborated Anil Khanna, managing director, Blue Dart Express. 📌



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Logistics Industry in India

The sunrise sector requires skilled manpower

The global logistics industry is estimated to be worth over US\$ 300 billion. The sector currently employs about 40 million people in the world, a number that is expected to rise rapidly with growth expectations in the sector. Vanish Ahluwalia

Though logistics industry in India is currently plagued with poor infrastructure, high costs and government regulations, with rising investments in infrastructure and the central government's decision to cut excise duty rates for manufacturing goods, the industry is set to grow at a healthy pace. It is estimated to grow by 15-20 per cent by the year 2015, from the present growth of 8-9 per cent. In fact, the market share of the Indian logistics industry that is currently at 6 per cent is expected to reach up to 12 per cent by 2015. In order to cater to this increasing demand, infrastructure development is necessary, coupled with trained professionals with a new vision.

We have seen very high (unexpected) growth in volumes both for exports as well as imports from and to various regions in India, in the past two decades, but infrastructure has not developed at the same pace. Ports/ICDs/terminals and Rail operators being less in numbers, has not only encouraged monopolisation but also kept the cost very high, making us uncompetitive in the international market. In view of the fast growing economy in India and demand from international market, supply chain and logistics industry has a pivotal role to play. Companies will need to either re-model or modify their supply chains in order to keep pace with the country's economy. And, for that they would require skilled man-power in logistics to support the market demand.



Vanish Ahluwalia

Growth Areas

The domestic logistics industry, which is expected to generate business worth \$125 billion in the next two years, would need over four lakh trained professionals in the senior management category in the next two to three years. In order to meet the growing demand, more trained professionals would be required for this industry. The main areas that would require skilled manpower are – professional logistics companies specialising in providing transport, warehousing and other logistics support to other companies; manufacturers and major retail chains. The sectors that would demand trained manpower include FMCG, retail, pharma, aviation, IT/ITES, etc.

In addition, I think the professional who has spent longer period in this trade and learnt through their personal experiences, must come forward and

take responsibility of training Gen-X. The gap between upcoming institutions dedicated to logistics and the trade could be reduced by presence and participation of such professionals, who could play a vital role and help develop professionals and future entrepreneurs with a new vision. As globalisation continues, the gravity of international trade is shifting towards Asia. Large MNCs in manufacturing and retail are setting shop in India hence there is a pressing need to produce logistics professionals with right skills and orientation, to benefit from the enormous opportunities. Technological changes in the logistics industry demand a trained workforce in all areas of the sector, which could meet international standards.

Ray of Hope

Though the industry, so far, has been employing intelligent graduates with no formal training in logistics, various institutes now offer professional courses and candidates with professional qualifications definitely have an edge. Students who are interested in this challenging field should opt for a professional course in logistics. Various institutes and management schools now offer degree and diploma programmes in logistics, and hopefully the number of logistics institutions would also increase. 🌟

(Vanish Ahluwalia is regional manager (North India), Seahorse Ship Agencies)



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