

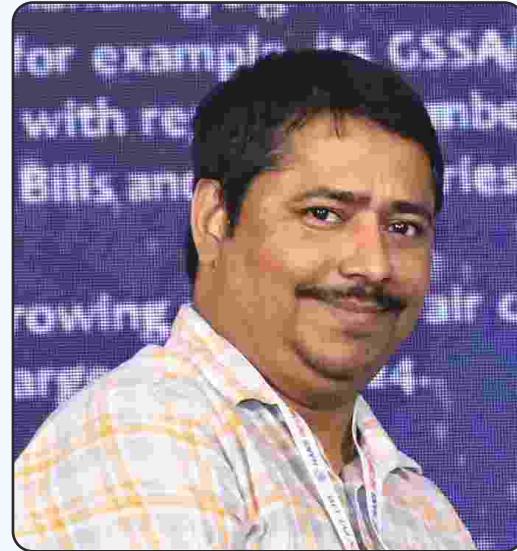
Northern India Air Cargo Conclave & Awards 2024 soars high with engaging deliberation and stellar awards gala



Dr Vandana Aggarwal, IES



Ms Ashima Bansal, IRS



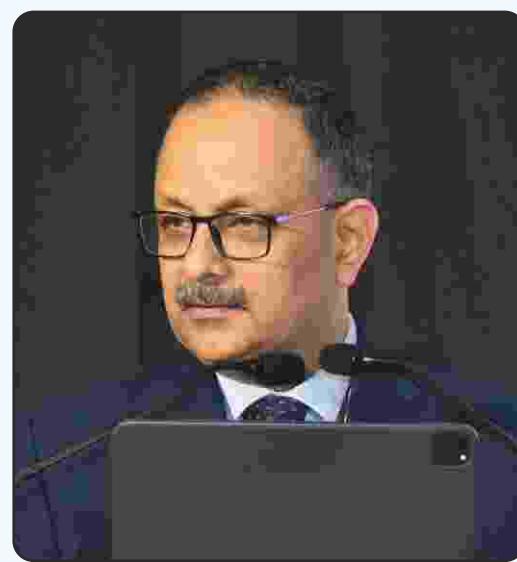
Mr Anup Kumar, IRS



Ms. Priya Jacob



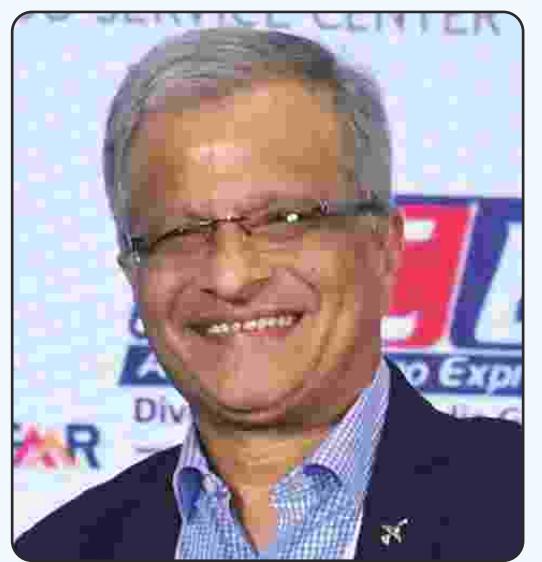
Mr Shantanu Bhadkamkar



Mr Keku Bomi Gazder



Mr Arun Kumar



Mr Keshav Tanna



Mr Vikramjit Singh Ahluwalia



Mr Vinet K. Chadha



Mr Parvinder Singh



Mr Bhupendra Kumar

New Delhi: **E**xim India's Northern India Air Cargo Conclave & Awards 2024, held on Friday, September 27, 2024 at Holiday Inn New Delhi International Airport, Aerocity, New Delhi, was a resounding success, cementing its emergence as the premier avenue for deliberation on the varied aspects of air cargo logistics, as well as a cherished occasion to acknowledge success and achievement in the sector. This is only its second edition!

The government and regulatory officials who participated (see box), the eminent Conclave panelists (see box) who had the audience engrossed, the wide-ranging sectoral professionals, the prominent entrepreneurs and industry stalwarts, and the accomplished award winners all contributed to making the event a memorable one.

The theme of the event was **Indian Air Cargo - Set to Take-off to New Horizon.**

An absorbing Conclave

The event kicked off with an absolutely engaging and captivating CEO Conclave, where the first pertinent point made was that Indian air cargo has taken off and is climbing. That set the tone for the rest of the discussion, with emphasis on the fact that air cargo is today a key area of focus for the authorities and it is up to the stakeholders to work together to take it to greater heights.

Moderated in his inimitable style by Mr Shantanu Bhadkamkar, the panel discussion saw the participants share their insights on the latest trends, challenges and opportunities in the Indian air cargo sector, with thought-provoking perspectives on topics such as infrastructure and regulation, first and last mile connectivity, issues faced by LSPs and GSSAs, current freight rate scenario, impact of the geopolitical situation, the probability of achieving the 10 mt cargo handling target by 2030, digital transformation, impact of emerging technologies, importance of collaboration across the supply chain, sustainability, the expectations of shippers, and the future outlook for air cargo logistics in the country.

The panelists were forthright, knowledgeable and precise in their views and assessments, which made for a fascinating conversation.

High appreciation at the awards

The food for thought at the Conclave was followed by anticipation and excitement at the **ACE-Northern India Air Cargo Awards 2024**, where success, achievement, innovation and legacy were celebrated among companies and individuals in nearly 30 categories. Newcomers making a mark as well as veterans consolidating their accomplishments shared the spotlight at the gala evening as the full house cheered and applauded. The



awards exemplified the important role being played by stakeholders across the spectrum in taking Indian air cargo logistics to new horizons.

A highlight of the function was the presentation of Lifetime Achievement Awards to two stalwarts:

- Dr Vandana Aggarwal, IES – Lifetime Achievement Award (Public)
- Mr Vipin Vohra, Continental Carriers Pvt. Ltd. - Lifetime Achievement Award (Private)

Besides, three entities were felicitated for their immense contribution to the growth of the air cargo logistics sector.

The Awards Jury, headed by Mr S. L. Sharma, were also felicitated.

It is not always that an entire industry comes together under one roof, including representatives from leading airlines and other stakeholders. That facilitates a not-to-be-missed opportunity to network, allowing attendees to connect, share ideas and possibly forge new partnerships.

As the curtains fell on the event, participants left with renewed enthusiasm and a shared vision for the future of air cargo logistics. The overwhelming success of the conclave and awards underscored the vitality and dynamism of this industry, thereby setting a new benchmark for even greater achievements and innovations, as also for future editions of **Northern India Air Cargo Conclave & Awards** that will showcase those accomplishments.

A summary of the opinions expressed by the speakers and panelists and a comprehensive photo-feature follows.

KEY GOVERNMENT OFFICIALS PARTICIPATED

- Dr Vandana Aggarwal, IES
- Ms Ashima Bansal, IRS, Commissioner of Customs, ACC Export
- Ms Priya Jacob, Director (Logistics), Ministry of Consumer Affairs, Food & Public Distribution, Government of India
- Mr Anup Kumar, IRS, Additional Commissioner, Customs

THE EMINENT SPEAKERS / PANELISTS

- Dr Vandana Aggarwal, IES
- Ms Ashima Bansal, IRS, Commissioner of Customs, ACC Export
- Mr Keku Bomi Gazder, Managing Director & CEO, Aviapro Logistic Services Private Limited
- Mr Shantanu Bhadkamkar, MD, ATC Global Logistics Pvt. Ltd
- Mr Arun Kumar, President, Association of Multimodal Transport Operators of India & Honorary Secretary, ACFI & Managing Director, InSynergy Supply Chain Solutions Pvt. Ltd)
- Mr Keshav Tanna, Director, Links Cargo Agencies Pvt. Ltd
- Mr Parvinder Singh, MD, Hans Infomatic Pvt. Ltd
- Mr Vinet K. Chadha, Founder & Managing Director, Combined Logistics Solutions (P) Ltd
- Mr Vikramjit Singh Ahluwalia, Managing Director – India, Air Logistics Group
- Mr Bhupendra Kumar, Head of Corporate Logistics and Dispatch, IOL Chemicals and Pharmaceuticals Limited



The speakers and panelists (from left) were Mr Vinet K. Chadha, Mr Arun Kumar, Mr Keshav Tanna, Mr Shantanu Bhadkamkar, Dr Vandana Aggarwal, Mr Keku Bomi Gazder, Mr Vikramjit Singh Ahluwalia, Mr Parvinder Singh and Mr Bhupendra Kumar

Thought leaders opined on the present and future of the industry

Mr Shantanu Bhadkamkar, MD, ATC Global Logistics Pvt. Ltd. (Moderator)

Mr Shantanu Bhadkamkar moderated the panel discussion in his own unique, enthralling style, posing pertinent queries and also making some notable observations of his own. He batted for increased capacity in Indian air cargo at affordable rates, and also called for improved efficiency. He emphasised that the Indian logistics industry is thoroughly organised at every level, has all the registrations and licences as well as international recognition. He supported the call for self-regulation in the industry. He also made the point that IT service providers to the industry should train their customers on how to use the various tools - that should be part of the service. There is enough talent among logistics solutions providers in the air cargo industry; are exporters capable of using it, he asked. Another point he made was that the logistics industry wants to do a lot more in multimodalism.



Mr Keku Bomi Gazder, Managing Director & CEO, Aviapro Logistic Services Private Limited (Welcome Address & Theme Presentation)

Mr Keku Bomi Gazder began by saying that today there is a lot of emphasis on air cargo growth, for which the credit goes to all in the trade. He pointed out that Indian air cargo has taken off and is in the climb position, with a decent climb rate over the past 2-3 years. In the next 3-5 years, in cruise mode, it could hit 5-6 million tonnes (mt) of cargo handling, and probably by 2031 aspire for the target of 10 mt. This fiscal it is likely to be 3.7-3.8 million tonnes. The last 4-5 years have seen Indian air cargo grow at a CAGR of 8.1%, which could reach 14% if the momentum continues. He praised Delhi Airport, which handles over 1 mt of cargo annually, for its impressive year-on-year growth and improving efficiency parameters. To give further impetus to air cargo in India, he called for continued focus on infrastructure development, like building terminals beyond the metro cities; strengthening multimodalism; more regulatory reforms, where much has been done; adoption of technology in the business; skills development so that Gen Z looks at it as a serious career option; sustainability and green logistics. He also highlighted the need to reinvent product offerings to cater to changing preferences.



Mr Arun Kumar, President, Association of Multimodal Transport Operators of India & Honorary Secretary, ACFI & Managing Director, InSynergy Supply Chain Solutions Pvt. Ltd. (Panelist)

Mr Arun Kumar pointed out that regulations are an issue in first and last mile connectivity, especially in terms of Customs and BCAS. There should be a change in mindset, he stressed. He alluded to the trust deficit between the government and stakeholders, which needs to be addressed. He emphasised that logistics is a mature and most organised industry, which proved its mettle during Covid when logisticians put their lives on the line to make things available for people. The government has to trust the industry, he stressed, and called for reaching out to the authorities to push for self-regulation. The industry is capable of that, he said. The government should set the guidelines and leave the regulation to the industry.



Mr Vikramjit Singh Ahluwalia, Managing Director – India, Air Logistics Group (Panelist)

Mr Vikramjit Singh Ahluwalia highlighted the critical role that GSAs play between their customers the freight forwarders and their airline partners. He pointed out that they need to have operational knowledge, information on the types of cargo that can be accepted, how to manage capacities and the high expectations of airlines, manage targets in terms of revenue and tonnage, ensure that their team members have the requisite skill sets, etc. He added that the dynamics of the business are changing, with technology making its presence felt in a big way, among other disruptions. He also talked about the challenging times during the pandemic and how the sector boosted cargo operations by carrying consignments on seats.



Mr Keshav Tanna, Director, Links Cargo Agencies Pvt. Ltd. (Panelist)



Mr Keshav Tanna pointed out that airfreight has gained in importance as an option recently because of the global geopolitical situation and supply chain disruptions. The period April-June saw considerable rise in cargo handling at all major airports. But there have been challenges, with regards to the rate concerns of customers and the demands of airline partners. Rates have risen due to the disruptions, but they are ultimately determined by the market forces, the demand and supply, he said. The balance between demand and supply is difficult to achieve in today's exceptional situation. In the past, supply always exceeded demand and therefore the rate structure was friendlier. The need of the hour is increased freighter capacity and affordable prices, he emphasised. Pricing is not easy in today's situation, with fuel prices and other charges, insurance premiums, parking charges for airlines, etc. Sustainability and going green also have their costs. It's a difficult business to be in, he opined. He also made the point that instead of 'Just in Time', the new mantra should be 'Well in Time'.

Mr Vinet K. Chadha, Founder & Managing Director, Combined Logistics Solutions (P) Ltd. (Panelist)

Mr Vinet K. Chadha said that the target of 10 mt by 2030 can be achieved depending on some key factors. There should be focus on infrastructure development such as modern airports, warehouses, and road and rail connectivity. More AFSs should be developed in exporting areas to reduce time and logistics cost, and more industrial hubs in Tier 2, 3 cities. Proper data analysis should be done regarding the commodities that can be moved by air, which should be well-defined and given importance so that they stick with airfreight. The government is doing its best in terms of initiatives and facilitation, but could do more. Aviation fuel should be brought under GST, reduced freight rates should be facilitated, and more FTAs should be inked for seamless trade with new markets. He praised the work being done by Customs in ease of doing business. He also called for promoting India globally through exhibitions etc., increased adoption of technology/digitisation, and boosting airfreight capacity by deploying more planes/freighters, which will have an impact on the rates. India could be a global hub/transhipment hub for air cargo, he added.



Mr Parvinder Singh, MD, Hans Infomatic Pvt. Ltd. (Panelist)

Mr Parvinder Singh began by emphasising the all-round importance of technology today, and pointed out that we have come a long way from the skepticism about adopting technology two decades back to its enthusiastic acceptance. He also stressed that technology has not replaced humans; it never will, it will only continuously enhance their skills. Technology is needed for business growth and resolving bottlenecks. One should identify the problem and make use of technology to solve it, he said. He, however, made the point that there is not much penetration of technology in first and last mile in air. E-commerce, on the other hand, has embraced technology; there is no paper, only apps. On some of the reluctance to adopt technology, he gave the example of chat bots, which have improved communication, but is everybody willing to talk to a chat bot? Do some people want the human touch? Technology can also be costly. The mindset of people has to change to accept automation, he said. On predictive analysis and AI, he pointed out that large pools of data are needed for them to work properly. Today data is in silos and there is reluctance to share data. But data can be made anonymous, he added.



Mr Bhupendra Kumar, Head of Corporate Logistics and Dispatch, IOL Chemicals and Pharmaceuticals Limited (Panelist)

Mr Bhupendra Kumar appreciated the focus on 10 mt, multimodal connectivity, skill development and ease of doing business. He pointed out that rates have indeed taken off, which has impacted shippers. He stressed on his expectation of world class logistics solutions, especially for highly regulated industries like specialty chemicals and pharma. For example, in pharma, temperature control is important and has to be monitored across the entire value chain. Things need to be better in this area. There are also challenges regarding proper packaging, labelling and bar-coding. On simplification, he said that the process of switching cargo from sea to air should be made easier. One shouldn't be made to do everything all over again as time is of the essence in pharma/life-saving consignments. His most desired expectation was an all-inclusive portal where shippers could compare the different logistics solutions providers with regard to rates, abilities, equipment, ratings and certifications, etc.



Ms Ashima Bansal, IRS, Commissioner of Customs, ACC Export (Chief Guest)

Ms Ashima Bansal said she looks forward to the industry achieving the 10 mt target by 2030 and called for more infrastructure development to facilitate it. Infrastructure development is key for India to become a developed country, she stressed. She assured all the support from Customs, saying that as the sector grows, more officers will be deployed. She also highlighted the utility of AFSs and lauded the proposed plan to develop an air cargo city. She hoped for increased non-interventional clearance of air cargo, and emphasised that RMS should become more and more efficient. Customs exists because of industry and wants a cordial relationship, she said. It is always open to sort out issues, simplification and value addition as per the law in order to expedite clearances.



Dr Vandana Aggarwal, IES (Panelist and Chief Guest)



Dr Vandana Aggarwal highlighted her 36 years of service in government and began by talking about working on developing the National Air Cargo Community System. Two portal options having all the information were developed, a marketplace where all payments could be done and more. But there was a fear in the logistics industry about loss of transactional business, rather than a systemic fear of competition. So the National Air Cargo Community System couldn't go forward and is awaiting launch.

But she now feels that the sector is ready for it. She emphasised that the government supports it and is also pushing wider reforms. The government is committed and proactive. She gave the example of the greenfield aircraft leasing and financing sector, where the government accepted and released the recommendations very soon after their submission. Today we have an environment where self-regulation can work, she said, pointing out that the National Air Cargo Policy (NACP) is about self-regulation. She called on the industry to adopt it. She asked the industry to try actual transactions and not wait for the government to have everything in place. The government will get confidence if you give them actual transactions. Further regulations/guidelines can be formulated based on your experience. When the government is asked to think in a vacuum, that's when they get into the command and control mode. She called on the industry to move away from the notion that every link in the supply chain is cost plus. India's total GDP grew by 93% in the last 10 years. How much did air cargo grow by? 3.7 mt is not good enough. So the industry needs to go back to its business models and make the necessary changes to help the next links grow, thereby benefiting the entire supply chain. She highlighted that the government has given multiple multimodal options in logistics: one can go east via the Myanmar-Thailand corridor to South East Asia; via the IMEC towards the west; there is the Chabahar Port option for Afghanistan, Central Asia, Russia; there are heritage links with Africa. The opportunities should be availed, she said.

SNAPSHOTS FROM THE EVENT



Sky's the Limit: Top Performers in Air Cargo Logistics honoured at ACE Northern India Air Cargo Awards 2024

Lifetime Achievement Award (Public)



Dr. Vandana Aggarwal, IES

Lifetime Achievement Award (Private)



Mr. Vipin Vohra, Continental Carriers Pvt. Ltd.

Airport of the Year



Delhi International Airport Limited

Airline / Cargo Freighter of the Year



Cathay Cargo

International Airline of the Year



Emirates SkyCargo

Indian Airline of the Year (Domestic & International)



Air India

Air Cargo General Sales Agent of the Year



Aviapro Logistic Services Private Limited

Most Diversified Air Freight Forwarder of the Year



Skyways Air Services Pvt. Ltd.

Air Cargo Terminal Operator of the Year



Celebi Delhi Cargo Terminal Management India Pvt. Ltd. (Based on Volume)



Delhi Cargo Service Center Pvt. Ltd.
(Based on Growth)

Air Freight Forwarder of the Year (Air Export / Air Import)



S.A. Consultants & Forwarders Pvt. Ltd.
(In Air Export Segment)



Wave Logistics
(In Air Import Segment)

Customs Broker of the Year (Air Export / Air Import)



Committed Cargo Care Limited
(In Air Export Segment)



P. S. Atree & Co. Pvt. Ltd.
(In Air Import Segment)

Air Freight Consolidator of the Year



Linkers India Logistics Pvt. Ltd.

Courier / Express Service Provider of the Year



Deep Blue Xpress Limited

Customs Bonded Truck Operator of the Year



CMA CGM Logistics Park Dadri Pvt. Ltd.

IT & Software Company of the Year



Hans Infomatic Pvt. Ltd.

Dynamic Airline Personality of the Year



Mr. Sumit Mathur, Emirates SkyCargo

3PL Company of the Year



Kerry Indev Logistics Pvt. Ltd.

Award For Excellence in Smart Logistics



Indolog Logistics Pvt. Ltd.

Time Critical Logistics Solution Provider of the Year



Aargus Global Logistics Pvt. Ltd.

Dynamic Air Cargo Personality of the Year



**Mr. C. K. Govil, President,
The Air Cargo Agents Association of India (ACAAI) &
CMD, Activair Airfreight India Pvt. Ltd.**

Dynamic Air Cargo Terminal Personality of the Year



**Mr. Avinash Razdan, Delhi Cargo Service Center Pvt. Ltd.
(Received on behalf by Mr Surender Bhardwaj,
Head Operations, Delhi Cargo Service Center Pvt. Ltd.)**

End-To-End Logistics Solution Provider Of The Year



Cosmo Shipping Services Pvt. Ltd.

Special Jury Award for Pioneering India's first B2B International Logistics Cargo Network



**1WN - One World One Network led by
Mr. Sunil Arora**

Young Air Cargo Professional of the Year



Mr. Anchit Sharma, Kuber Express

Logistics Company of the Year



Jeena & Company

Woman Professional of the Year



Ms. Sakshi Gupta, Air Logistics Group

Dynamic Air Cargo Logistics Professional of the Year - Shipper



Mr. Ashish Aggarwal, Shivank Udyog Ltd.

FELICITATIONS

Delhi Customs



For its pivotal role in facilitating India's Ex-Im trade

Combined Logistics Solutions (P) Ltd.



For 25 years of serving the trade with distinction as a logistics solutions provider

Committed Cargo Care Limited



For 25 years of unwavering commitment to excellence in air cargo logistics

JURY FELICITATION

JURY CHAIRMAN

- Mr. S. L. Sharma, Chairman, Skyways Group

JURY MEMBERS

- Dr. Mahesh P. Trikha, Chairman, Aargus Global Logistics Pvt. Ltd.
- Mr. S. Ramakrishna, Director, Balaji Mariline Pvt. Ltd.
- Ms. Padma Iyer Handa, Director - Marketing, Hans Infomatic Pvt. Ltd. & Sunrise Freight Forwarders Pvt. Ltd.
- Mr. Amit Atree, Director, P. S. Atree & Co. Pvt. Ltd.
- Mr. Bhupendra Kumar, Head of Corporate Logistics and Dispatch, IOL Chemicals and Pharmaceuticals Limited



The Awards Jury were felicitated by Ms Ashima Bansal (fourth from left), IRS, Commissioner of Customs, ACC Export. They were Mr Amit Atree, Mr S. L. Sharma, Mr Mahesh P. Trikha (first to third from left) as well as Ms Padma Iyer Handa, Mr S. Ramakrishna and Mr Bhupendra Kumar (fifth to seventh from left)

Congratulations



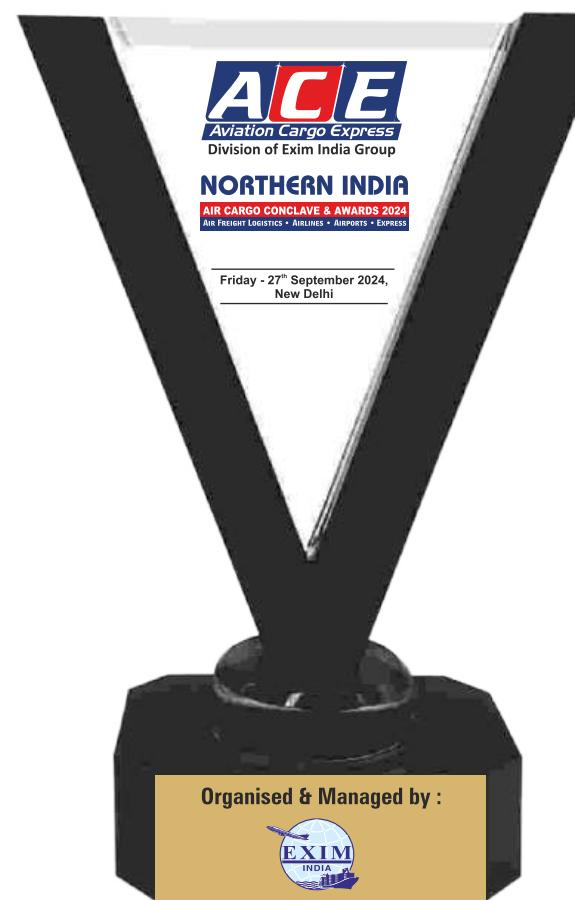
Some of the awardees

THE MOVERS AND SHAKERS MADE THEIR PRESENCE FELT



Thank you...

Jury, Event Partners, Speakers, Panelists, Supporters & Delegates For Making Northern India Air Cargo Conclave & Awards 2024 a Grand Success !!!



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In Association with



Friday - 27th September 2024

Holiday Inn New Delhi International Airport,
Aerocity, New Delhi

As on 18/09/2024

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