

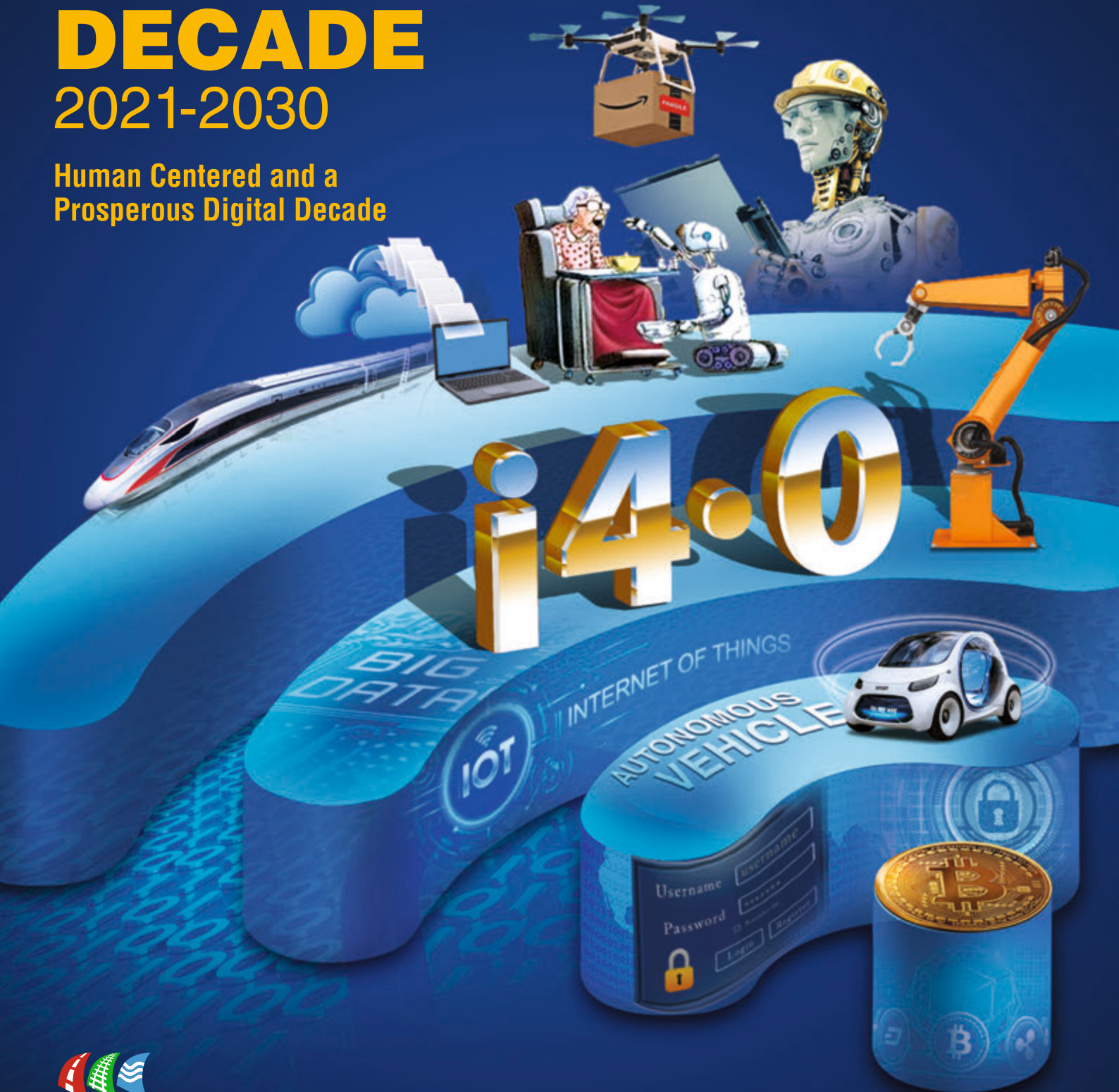
AMTOI

Volume 3 Issue 1 | Quarterly News December 2021 | www.amtoi.org

NEWS

NEW DECADE 2021-2030

Human Centered and a
Prosperous Digital Decade



85 years



**Abrao
group**
Since 1936



adding value providing solutions

With over Eight decades of experience, a professional set-up with a network of Pan India offices and Global connectivity, serving across the spectrum of logistics services, we add a different dimension.

LINER AGENCY REPRESENTATION



WAN HAI LINES



by



Omega Shipping Agencies Pvt. Ltd.



Aissa Maritime Pvt. Ltd.



Serving Asia, US West Coast and South America from India
China, South East Asia, Far East, Japan
Middle East - UAE, Qatar, Oman.



Blue Water Lines Pte. Ltd.

Serving SEA, China,
Middle East from IN



Omega (India) PVT LTD

Ship to Ship Transfer services
for Liquids and Gases



End-End logistics
solutions

Regd. Office

610 - A Wing, Kohinoor City Mall, Kirool Road, Off LBS Marg, Kurla West, Mumbai - 400 070
Tel: +91 22 6714 1700 Fax: +91 22 504 0155 / 2504 0355

Abrao Group India Network

Ahmedabad | Bangalore | Baroda | Chennai | Cochin | Coimbatore | Hazira | Hyderabad | Jaipur | Kandla
Ludhiana | Mangalore | Mundra | Mumbai | Nagpur | New Delhi | Pipavav | Tirupur | Tuticorin | Visakhapatnam

CONTENTS

FROM THE PRESIDENT'S DESK DIGITALIZATION - THE HERE & THE NOW! <i>Xerrxes Master</i>	4
EDITORIAL "NO FORCE ON EARTH CAN STOP AN IDEA WHOSE TIME HAS COME." <i>Shantanu Bhadkamkar</i>	6
FEATURE - 1 DIGITAL TRANSFORMATION IN LOGISTICS - NEW TECHNOLOGIES <i>Cyrus Katgara</i>	8
FEATURE - 2 SHIPS - REGULATIONS AND TECHNOLOGY WILL SHAPE THE COMING DECADE <i>Capt. Deepak Tewari</i>	9
FEATURE - 3 "THERE ARE DECADES WHERE NOTHING HAPPENS; THEN THERE ARE WEEKS WHEN DECADES HAPPEN" <i>Krishna Kumar</i>	10
FEATURE - 4 NEW DECADE 2021-2030: HUMAN-CENTERED & MORE PROSPEROUS DIGITAL DECADE" <i>Mukesh Oza</i>	14
FEATURE - 5 DIGITAL REVOLUTION <i>Pramod Kumar Srivastava</i>	16
MANAGING COMMITTEE MEMBERS 2021 - 22	20
FEATURE - 6 EMBRACE TECHNOLOGY WITH HUMAN TOUCH AND CO-OPERATIVE MODEL TO GROW IN LOGISTICS BUSINESS <i>Shankar Shinde</i>	22
FEATURE - 7 DECADE OF DISRUPTIVE TECHNOLOGIES <i>Umesh Dashrathi</i>	26
FEATURE - 8 QUESTIONS FOR AMTOI NEW <i>Mr. Luc Arnouts</i>	28
ACTIVITIES IN FOCUS - LIQUID LOGISTICS COUNCIL - REPORT <i>Haresh Lalwani</i>	32
ACTIVITIES IN FOCUS - ACTIVITIES OF WESTERN REGIONAL CHAPTER FOR PAST YEAR <i>Prashant N Popat</i>	33
ACTIVITIES IN FOCUS - NVOCC COUNCIL (BOX OPERATORS' FORUM) <i>Biju Sivakumar</i>	34
ACTIVITIES IN FOCUS - NORTHERN REGIONAL CHAPTER REPORT <i>Ms. Priya Anil Thomas</i>	36
LIST OF WEBINARS CONDUCTED BY AMTOI	37
LIST OF EVENTS ATTENDED / PARTICIPATED BY AMTOI MC MEMBERS	38



ASSOCIATION OF MULTIMODAL TRANSPORT OPERATORS OF INDIA

Editor

Shantanu Bhadkamkar / Xerrxes P Master

Publisher

Sailesh Bhatia

Registered Office

H-Wing, Unit No.: 234, Kanakia Zillion,
BKC Annexe, LBS Marg, CST Road Junction,
Kurla (W), Mumbai - 400 070

T: 8452049684/85

E: info@amtoi.org

W: www.amtoi.org

Designed by

Pisces Print & Creative Services

M: 9821162030

E: pisces74.ravi@gmail.com

Printed by

M/s. Sahaya Print Services Pvt. Ltd
236, A/2, Shah & Nahar Industrial Estate,
S. J. Marg, Lower Parel (West),
Mumbai - 400 013.

T : 91-22-40696800

E : sahayaprints@gmail.com

All rights reserved in all countries

No part of this publication may be reproduced, stored in a retrieval system or transmitted by any form or by any means, electronic, mechanical, photocopying, recording or otherwise without the prior written permission of publishers. No liabilities can be accepted for inaccuracies of any content (Description), also opinions reflected in the publication are those of the writers. The publisher does not take responsibility for returning of unsolicited publication material or material list or damaged in transit or photographs. Views expressed in this (newsletter) do not necessarily represent those of the publisher. All correspondence should be addressed to AMTOI. All disputes are subject to the exclusive jurisdiction of competent courts and forums in Mumbai city only.

MEMBERS JOINED THIS YEAR

Name Of Entity	AMTOI Membership No.	Type Of Membership	Date Of Admission To AMTOI	Location
UNICORN SHIPPING AND LOGISTICS	00343	Regular Membership	05.01.2021	Maharashtra
ACTIVE FREIGHT LOGISTICS PVT LTD	00346	Regular Membership	06.04.2021	Karnataka
SPECTRUM SUPPLY CHAIN SOLUTIONS PVT LTD	00352	Regular Membership	02.06.2021	New Delhi
RENOWN CONTAINER LINES PVT LTD	00353	Regular Membership	05.05.2021	Maharashtra
AAGAAZ WORLDTRADE PVT. LTD	00354	Regular Membership	15.06.2021	Gujarat
ABSCO LOGISTICS PVT LTD	00357	Regular Membership	07.07.2021	Maharashtra
ABRECO FREIGHT PVT LTD	00359	Regular Membership	07.07.2021	Kerala
BRISKWORLD VENTURES PVT LTD	00360	Regular Membership	07.07.2021	New Delhi
KMP FREIGHT PVT LTD	00361	Regular Membership	06.08.2021	Tamil Nadu
ANTARES LOGISTICS PVT LTD	00362	Regular Membership	01.09.2021	Maharashtra
MACSONS SHIPPING AGENCIES PVT LTD	00363	Regular Membership	01.09.2021	Tamil Nadu
JAYKAY FREIGHTERS PVT LTD	00364	Regular Membership	01.09.2021	New Delhi

ASSOCIATE MEMBERS

Name Of Entity	AMTOI Membership No.	Type Of Membership	Date Of Admission To AMTOI	Location
NERIDA SHIPPING PVT. LTD.	00344	Associate Member	03.02.2021	Maharashtra
PROCARE CARGO PVT. LTD.	00345	Associate Member	03.02.2021	Gujarat
ZODIAC TANK CONTAINER TERMINALS PVT LTD	00347	Associate Member	07.04.2021	Maharashtra
PORTAGE GLOBAL LOGISTICS INDIA PVT LTD	00348	Associate Member	05.05.2021	Maharashtra
AMEXPRESS WORLDWIDE LOGISTICS	00349	Associate Member	02.06.2021	New Delhi
MASTER MARINE SERVICES PVT LTD	00350	Associate Member	02.06.2021	Maharashtra
DLC FORWARDERS PVT LTD	00351	Associate Member	02.06.2021	Maharashtra
CHINUBHAI KALIDASS & BROS.	00355	Associate Member	07.07.2021	Maharashtra
OCEAN 2 DOOR INDIA PVT LTD	00356	Associate Member	07.07.2021	Tamil Nadu
CASBY LOGISTICS PVT LTD	00358	Associate Member	07.07.2021	Maharashtra
PROFESSIONAL IMPEX PVT LTD	00365	Associate Member	02.11.2021	New Delhi
GLOBICON LOGISTICS PVT LTD	00366	Associate Member	02.11.2021	Maharashtra

AMTOI EXTENDED BOARD MEMBERS – TERM 2021-2022

THE AIR CARGO AGENTS ASSOCIATION OF INDIA (ACAAI)	FEDERATION OF FREIGHT FORWARDERS' ASSOCIATIONS (FFFAI)
ASSOCIATION OF CONTAINER TRAIN OPERATORS (ACTO)	CFS ASSOCIATION OF INDIA (CFSAI)
INDIAN NATIONAL SHIPOWNERS' ASSOCIATION (INSA)	FEDERATION OF SHIP AGENTS ASSOCIATION OF INDIA (FEDSAI)
INDIAN PRIVATE PORT & TERMINALS ASSOCIATION (IPPTA)	ICC SHIPPING ASSOCIATION (ICCSA)
THE CONTAINER SHIPPING LINES ASSOCIATION (CSLA)	AIR CARGO FORUM INDIA (ACFI)
MARITIME ASSOCIATION OF NATIONWIDE SHIPPING AGENCIES-INDIA (MANSA)	NATIONAL ASSOCIATION OF CONTAINER FREIGHT STATIONS (NACFS)
WOMEN'S INTERNATIONAL SHIPPING & TRADING ASSOCIATION (WISTA)	ALL INDIA TRANSPORTERS WELFARE ASSOCIATION (AITWA)
CONSOLIDATORS ASSOCIATION OF INDIA (CAI)	

AMTOI SUB - COMMITTEE LIST FOR THE TERM 2021 – 22

Sub – Committee	Convenor / Co – Convenor	Coordinator
Taxation (Direct & Indirect)	Mr. Pradeep Verma – Convenor Mr. Arun Kumar – Co-Convenor	Mr. Shantanu Bhadkamkar
Training Programs	Mr. Haresh Lalwani Ms. Priya Anil Thomas – Jt. Convenor Mr. Vasant Pathak – Co-Convenor	Mr. Devpal Menon
Digital Platform (NLP; PCS; AMTOI Portal)	Mr. Clarence Xavier – Convenor Mr. Sailesh Bhatia – Co-Convenor	Mr. Anand Sheth
New MTO License Application / Renewal	Mr. R.K. Rubin – Convenor Ms. Anjali Bhide – Co-Convenor	Mr. George Abrao
AMTOI Day	Mr. Ravindra J Gandhi – Convenor Mr. Vivek Kele – Co-Convenor	Mr. Xerrxes Master
Publication (Weekly, Newsletter / Quarterly AMTOI News)	Mr. Shantanu Bhadkamkar – Editor Mr. T. Venkataraman – Editorial Consultant	
Coastal Shipping	Mr. Vivek Kele – Convenor	Ms. Anjali Bhide
International Relations	Mr. Ravindra J Gandhi – Convenor Mr. Haresh Lalwani – Co-Convenor	Mr. Shantanu Bhadkamkar
Northern Regional Chapter	Mr. Tarun Sharma – Mentor Ms. Priya Anil Thomas – Convenor Mr. Pradeep Verma – Co-Convenor	Mr. Devpal Menon
Western Regional Chapter	Mr. Shankar Shinde – Mentor Mr. Prashant Popat – Convenor Mr. Sanjay Rane – Co-Convenor	Mr. Xerrxes Master
Eastern Regional Chapter	Mr. Sumit Sircar – Mentor Mr. Brij Lakhotia – Convenor Mr. KaushiK Roy – Co-Convenor	Mr. Devpal Menon
Southern Regional Chapter	TBD – Convenor TBD – Co-Convenor	Mr. George Abrao
NVOCC Council	Mr. T. Venkataraman – Convenor Mr. Biju Sivakumar – Co-Convenor	Mr. George Abrao
Liquid Logistics Council	Mr. Haresh Lalwani – Convenor Mr. R.K. Rubin – Co-Convenor	Mr. Anand Sheth
AMTOI Youth Council	TBD	
AMTOI Women's Wing	Ms. Sharmila Amin – Convenor Ms. Hetal Phillips – Co-Convenor	Mr. Xerrxes Master
SCMTR	Mr. R.K. Rubin – Convenor Mr. Clarence Xavier – Co-Convenor	Mr. Arun Kumar
STRIVE (Skill Strengthening for Industrial Value Enhancement)	Mr. Haresh Lalwani – Convenor Ms. Priya Anil Thomas – Co-Convenor	Mr. Arun Kumar
Family Business Empowerment Co-optition Thought leadership	Mr. Radhakrishnan – Convenor Mr. George Abrao – Co-Convenor	Mr. Shantanu Bhadkamkar
SRO Committee (Self-Regulatory Organization)	Mr. Sailesh Bhatia – Convenor Mr. George Abrao – Co-Convenor Mr. Anand Sheth – Co-Convenor	Mr. Shantanu Bhadkamkar
NLEAPS (National Logistics Advancement Predictability and Safety)	Mr. Xerrxes Master – Convenor Mr. Arun Kumar – Co Convenor	Mr. Shantanu Bhadkamkar
ACT Committee (AMTOI Cricket Tournament)	Ms. Anjali Bhide – Convenor Mr. Nishant Bhide – Co-Convenor Mr. T. Venkataraman – Co-Convenor	Mr. George Abrao
Cyber Security	Mr. Arun Kumar – Convenor Mr. Clarence Xavier – Co-Convenor Mr. Abhishek Das Bakshi – Co-Convenor	Mr. Sailesh Bhatia
GRF	Mr. Anand Sheth – Convenor Mr. George Abrao – Co-Convenor	Mr. Shantanu Bhadkamkar



Xerrxes Master

President, AMTOI

president@amtoi.org

DIGITALIZATION – THE HERE & THE NOW!

My last editorial spoke extensively on the Covid 19 pandemic and what was then only the first wave, which we naively thought was the one and only wave that's going to hit us. 2021 has been a sea-saw year. The second half of March saw India hit with a massive second wave which made the first wave pale in comparison. By then India was again put in a second lock down and was literally gasping for air in every aspect.

June saw the covid cases settle down to a great extent but although the media portrays business is booming many differ from that view.

Shipping lines are raking in thumping profits equivalent to the Amazon and Apples of the world, whereas the other stake holders have to pay careful attention in maintaining their bottom line and existence.

This situation will continue to prevail towards end of 2022 according to the trade pundits. No one has a magic word to accurately predict the future, but we can all hope and pray for better days again.

As the world limps back to normalcy with most of the population at least having received the first dose of the vaccination, life is limping back to normal for now. The parties, the get-togethers and the reunions have all begun with gusto!! This is also the time to reinvent our businesses and look forward to the future with great optimism.

In every adversity there is an opportunity!! The nearly two year pandemic has shown us that digitalization is the here and now and not a concept of the future. Were it not for automation and digitalization the world economy would have collapsed. Our business model will never be the same again and almost all our industry brethren have re-jigged their businesses towards leaner operations and automisation.

While transport services require physical delivery, digitalization is transforming the sector along the transport supply chain be it vehicle/ship design, Infrastructure: road, bridges, tunnels, rail, ports, terminals, Transport operation (e.g. capacity allocation, cargo management, shipment tracking and tracing, customer services, etc.), Intermediary services, Supporting services: warehousing, monitoring and inspection, Maintenance and repair of transport equipment, Information and

documents transmission among multi-players (shippers, shipping lines, port authority, the Customs, terminal operators, etc.)

Digitalization has several features such as:

Higher level of automation,

Better and broader connectivity,

Main digital technologies and solutions: Internet of Things, cloud computing, big data analytics, automation and robotics, artificial intelligence,

Digital platforms become a new business model, which enable innovative transport services or more efficient supply of services and increase tradability of services,

Data-driven approach become dominant for both businesses and regulators,

Digital synergies between transport/logistics services and other service sectors: digital transformation of



transport and logistics services relies on the support of other services, but also boosts the latter's advances, such as: telecom, CRS, construction and engineering, energy, environment, and other business services.

Digitalization in multimodal will bring several benefits to the various modes of transport:

In road transport:

- Higher levels of automation: platooning, autonomous vehicles
- Intelligent Transport System (ITS): wide deployment of road-side and in-vehicle sensors combined with Big Data analytics allows real-time and fine-grained tracking so as to enable better management of vehicles and loads.
- Digital freight brokerage services: Load-matching platforms, e.g. Uber freight

In maritime transport

- Online booking and online cargo management
- Tracking and tracing of shipments
- Routs optimization
- Autonomous vessels

In rail transport

- Autonomous trains
- Signalling and traffic management
- Digital train control
- Digital platforms for predictive maintenance and reparation
- E-ticketing

Digitalization means humongous amounts of data and the saying "Data is the New Oil" will hold good for decades to come. Whoever controls data will be the undisputed king in our industry. Data security will be another important area of concern for all stake holders involved.

The Indian Government too has made digitalization for our industry a priority with the Indian Ports Association setting up the PCS1X version. The Indian Ports Association (IPA) is leading the initiative to form a Port Community System intended to integrate the electronic flow of related documents information and function as the centralized hub for the ports of India and other stakeholders like shipping lines, agents, surveyors, CFS, inland container depots, custom brokers, importers, exporters, railways, CONCOR, government regulatory agencies for exchanging electronic data in a safe and secure manner. The National Logistics Portal (NLP) is a step up from the PCS1x concept built around which will have all stakeholders on the common technology platform to ensure transparency, ease of transactions and information available to all.

The key is to innovate constantly and keep changing and keep moving. This is the only way forward in the Digital world that

we live in. Two valuable quotes from stalwarts put this concept in the right perspective.

Quote:

1. Clearly, the thing that's transforming is not the technology — the technology is transforming you - Jeanne W. Ross, MIT Sloan's Center for Information Systems Research.
2. Every industry and every organization will have to transform itself in the next few years. What is coming at us is bigger than the original internet and you need to understand it, get on board with it and figure out how to transform your business - Tim O'Reilly, Founder and CEO. O'Reilly System.



Shantanu Bhadkamkar

Editor & Immediate Past President (AMTOI),

Managing Committee Member, AMTOI

ssb@atc.co.in

**“NO FORCE ON
EARTH CAN STOP
AN IDEA WHOSE
TIME HAS COME.”**

- VICTOR HUGO

At the outset, I want to THANK all the members for their support during my three-year tenure (2018-2021) as President. Thanks a lot for your support, active participation and commitment to the growth of Multimodal Transport. My entire tenure in AMTOI, from the first term of active engagement 2002-2003, has been inspiring and great learning. I want to THANK all the Managing Committee Members for bringing their expertise and experience around the table and engaging in constructive and open exchanges since the inception of AMTOI.

Facilitation & Growth of Multimodal Transport and issuing the Indian Bill Of Lading is the foundational base of AMTOI. Our shared passion for this cause brought us together and bound us with solidarity, and it will continue to be a strong binding force.

This issue is dedicated to the digital transformation: ‘New Decade 2021-2030: Human-Centered & More Prosperous Digital Decade.’ There’s another variation of the quote in the Sub-Title, “Nothing is more powerful than an idea whose time has come”. Digital technologies are point in case.

The invention of the steam engine by James Watt led to the beginning of the Industrial Revolution. The first wave of the First Industrial Revolution lasted from the mid - 1700s to the mid -1800s. It industrialised the manufacture of textiles and began the move of production from homes to factories. Industrial Revolution, in modern history, the process of change from an agrarian and handicraft

economy to one dominated by industry and machine manufacturing. These technological changes introduced novel ways of working and living, this fundamentally transformed society. Water is heated (conversion of Chemical energy into Heat) by coal or natural gas, and steam (conversion of heat into potential energy). The pistons or turbines harness the potential energy of the high pressure of Steam into kinetic energy for running the machines. Hence, power generated by machines starting from chemical energy replaced animal or human power. As The first industrial revolution took the world by storm and took the work from home to the factories, it led to massive urbanisation.

At the turn of this decade, We’re on the cusp of what is called the Fourth Industrial Revolution, or Industry 4.0 or i4.0/I4.0 or the Digital Revolution. It’s pretty different from the three Industrial Revolutions that preceded it—steam and water power, electricity and assembly lines, and computerisation. I4.0 will even challenge our ideas about what it means to be human.

The Fourth Industrial Revolution is about more than just technology-driven change; it is an opportunity to help everyone, including leaders, policy-makers and people from all income groups and nations, to harness converging technologies to create an inclusive, human-centred future. The main features involved in the Fourth Industrial Revolution will be technological, socioeconomic, and cultural (including entertainment and

education). I4.0 includes digital revolution, Democratising data and information, privacy standards, and changing business models & revised understanding of currency. Triggered by the pandemic, the fourth industrial revolution accelerated work from home, and significant reversal from the changes in the first industrial revolution. We still do not know if i4.0 will lead to de-urbanisation as due to cloud computing, physical location is becoming irrelevant. The growth of Solopreneurs is a dominant trait in the new economy, and those having digital business models have moved closer to nature to enjoy open spaces & fresh air.

It is often said, “You’re either at the table or on the menu”. Naya Daur (The New Era) is a popular Hindi movie of 1957, apparently inspired by Mahatma Gandhi’s quote, “There is no room for machinery that would displace human labour and concentrate power in a few hands.” A man introduces a bus service. It’s perceived as an attempt to make quick profits and endangers the peace and livelihood of local farmers and workers. He’s a villain, as earlier he modernised and mechanised the lumbar business, which he does so by getting an electric saw, thus making several workers at the mill lose their jobs. Today, at least to most, it will be inhuman to make people work in harsh conditions, for work that can be done by a machine, particularly with exponentially high productivity. We hear similar objections for the digital technologies, notably: Digital Technologies like RPA, Machine



Almost nobody has any understanding of the resilience of their logistics infrastructure and logistics network. This statement is true about almost all the customers, policymakers and academics.

The policymakers focused on energy security and gave it the significance of a strategic sector, and in the form, the energy sector focused on Logistics as a strategic sector.

Associations are the best university for practical learning, networking, advocacy, and a more all-inclusive understanding of the ecosystem in a general and in-depth understanding of the sector in focus. The exposure, guidance, knowledge and experience one gets while serving an association is something academic education can't give, and money can't buy. I urge everyone to share responsibility and participate actively in AMTOI to build a better future for all of us. We have a younger and brighter team to lead us.

Once again, on behalf of all the members, I wish to extend hearty congratulations and best wishes to the new office bearers, Mr Xerrxes Master, President; Mr George Abrao, Vice President; Mr Arun Kumar, Hon. Secretary; Mr Devpal Menon, Hon. Treasurer. I also take great pleasure in welcoming the new team member in the Executive Committee, Mr Sam Katgara; I must thank Ms Anjali Bhide, Hon.

Secretary, who will continue as ECM. I must also thank Mr Ravindra Gandhi, ECM and Former Hon Treasurer, who continues in the team as a Special Invitee. I must extend a special congratulation to Mr R. K. Rubin, ECM & Former VP, on his elevation as an Advisor. Mr T. Venkatraman will continue to be a Special Invitee to the MC and team member for AMTOI News.

I must thank all the Past-President for bringing AMTOI to its current stature as a vibrant organisation: Mr Nailesh Gandhi 2017-2018; Mr Vivek Kele 2015-2017; Mr Sailesh Bhatia 2013-2015; Mr Shashi Tanna 2012-2013; Mr Anand Sheth 2010-2012; Mr Tushar Jani 2007-2010; Mr Sudhir Rangnekar 2002-2007; Late Mr P. K. Srivastava 1999-2002. These are only representative names; I have personally thanked all the Convenors & Team members of Regional Chapters, Sub-Committees & Councils. I would have liked to have their special mention; however, I have dropped it for space constraint, with a heavy heart & their consent. We are carrying the team members list in the issue independently.

One does not need any position to serve the fraternity and association; my engagement with AMTOI is for life.

Thanks again for the support term - 3 years as President, and since 2002 as Special Invitee.

Some other dominant trends and significant news items we must factor in for the transformations in the decade are:

Learning/Robot Learning, AI, Big Data Analytics etc., taking over human roles: Manufacturing, and even service by BOTs and Robots; Meeting by BOTS. Paperless work has almost eliminated the need for sub staff in the regulatory compliance and logistics sector. Autonomous vehicles, cranes and ships will eliminate some high-end high skill jobs. We must overcome the romanticism of the status quo and indecisive cogitation, as 'time and tide wait for none'. We must leap forward as Bots, Robots, RPA & AI have already started taking over the tasks of white-collar workers, including where a high level of skill and certified training is required. Since IBM's Deep Blue defeated world chess champion Garry Kasparov, in 1997, advances in artificial intelligence have made chess-playing computers more and more formidable. No human has beaten a computer in a chess tournament in 15 years. Computers have established superiority in the classification of goods under HSN both in terms of productivity and accuracy. The same is true with medical diagnostics. Some people, and increasing those with high qualifications and high skills with high paid jobs, will find it difficult to justify their importance. Sadly, no transformation, particularly disruptive technologies, are painless.

The new decade will be transformative, and we will witness more changes faster in the coming decade than we have witnessed since the post-world-war-2 decolonisation and cold-war-1.

Supply Chain resilience doesn't exist and has a very narrow focus on most well-run organisations.

- | | |
|---|--|
| <ul style="list-style-type: none"> • Pandemic, the variants and non-conventional warfare • Chinese government's rare public advisory asked people to store essential daily necessities for "emergency needs." • Shortage of containers and space, and rising freight costs, and its consequences like: <ul style="list-style-type: none"> • Near Sourcing • Some American commentators say, 'empty shelves is a new normal' • Locally grown and organic food and contrarian trend of Factory or Lab-grown synthetic food. • Implants and GMO Enhanced Advance Human: soldiers, decision-makers... and evolving role for humans, both physical and intellectual • Asset inflation and commodity prices • Rise of oligarchy, big tech and data oligarchs, and Consolidation of businesses for global domination; in some cases, in multiple segments simultaneously • The Changing business models: Dropping interest rates, the transition from bottom-line to topline driven to market share driven to so-called valuation driven, and even more futuristic business and financial models. Potential and possibilities, as against actual profitability and sustainability. Changed understanding of product life cycle and strategic considerations like commoditisation, Customising and specialisation • Digital personal information and privacy <p>"Clearly, the thing that's transforming is not the technology — the technology is transforming you."
-Jeanne W. Ross, MIT Sloan's Center for Information Systems Research</p> | <ul style="list-style-type: none"> • VR and AR on Mobile Apps • Service Delivery, including Surgery and such services • Virtual Stores; new ways of Marketing and sales • Digital & Hybrid Meetings, Conferences, Webinar and Exhibitions • Mainstream Media: Digital Media, virtual and social media - News and Advertising, and payment models • Distance, overcoming- more virtual than physical: WFM, increasing and accelerating (or otherwise) trend • People are changing jobs even faster, and are changing for reasons other than salary • Monetary and contractual instruments • Money Transfer including, Negotiable Instruments, Crypto Currency as the new currency. Its impact on Buying; and as a Corollary, Selling • Quantum Computing, as the volume of data explodes • Digital Highway and ever-increasing bandwidth, newer technologies and medium, including Resurgence of old in New Avatar • Data as an Asset • The trend is to have more purpose and meaning in our jobs. • More localized manufacturing and selling are also appealing for environmental awareness. • Team member health and wellness must become the top priority • It's time to go cashless • Gen Z tends to want brands & organisations they serve to be socially conscious <p>"Think of digital transformation less as a technology project to be finished than as a state of perpetual agility, always ready to evolve for whatever customers want next, and you'll be pointed down the right path."
- Amit Zavery, VP and Head of Platform, Google Cloud</p> |
|---|--|

DIGITAL TRANSFORMATION IN LOGISTICS - NEW TECHNOLOGIES

Cyrus Katgara

Partner - Jeena & Company

President - Air Cargo Forum India

ckatgara@jeena.co.in

The next five years will see an enormous increase in digitisation within the logistics industry. The logistics sector has, until recently, been slow on the uptake of latest digital technologies. I have primarily been hearing a lot about 'Autonomous Vehicles and Platooning' and its benefits for our trade which is briefed as under:-

Autonomous Vehicles and Platooning

The development of automated vehicles technology is expected to transform the roads now used as "movement spaces" into "productive spaces", which will lead to unprecedented changes in human life. One of the services using automated vehicles is vehicle platooning, which means that several vehicles travel together at a minimum safety distance through V2X (vehicle-to-everything) communication technology.

Platooning services will be applied primarily to trucks because of their characteristics. V2X communication will allow autonomous trucks to platoon, whereby multiple trucks drive bumper to

bumper to scale back costs. The improved drag and reduced concertina from slowing down and accelerating means less fuel is employed, which makes up 30 percent of the entire operating costs of a truck. Also, in case of trucks, accidents caused by human factors such as drowsiness are frequent and are likely to increase however platooning can result in reducing such acts to a greater extent as it features enhanced safety and environmental improvement, along with an economic effect.

In terms of safety, autonomous driving and V2X technology allow vehicles in the platoon to avoid traffic accidents by quickly responding to unexpected situations. Finally, it is expected that the platooning can shorten the travel time by increasing the road capacity, and the trucks are expected to contribute to the reduction in the labor force by reducing the workload of the truck driver through the platooning because trucks are characterized by frequent overnight or long-distance operations.

Autonomous forklifts especially in developed countries as of now are operational in present day stockrooms, air terminals, ports and other supply chain areas. And that we will soon see autonomous trucks on the roads, delivering goods to be unloaded by autonomous forklifts and put in warehouses by automated conveyor belts and robotic arms.

Platooning technology will rise with the growth of the automated vehicle market and the commercialization of 5G infrastructures. As per European Union truck platoon roadmap, it is expected that multi brand platooning technology will be possible by 2025 however for India, this technology might be available only after 2030.



SHIPS – REGULATIONS AND TECHNOLOGY WILL SHAPE THE COMING DECADE

Capt. Deepak Krishan Tewari
Managing Director
MSC AGENCY (INDIA) PVT. LTD.

Chairman - Container Shipping Lines Association (India) - CSLA

deepak.tewari@msc.com

Ships – regulations and technology will shape the coming decade

1. UN's Sustainability goals will play a major role in the new vessel building plans of shipping Lines. Ships in the coming decade will have greater use of alternative fuels, dual fuel technology enabling either carbon neutral operations or nil sulphur fuel oil. The initial years will see the cost of new ships going up by 20-25% till improvements in engine and ship design catch up.
2. Developments in the field of Autonomous ships are very exciting and the coming years will see the first operation of Autonomous or semi-Autonomous ships. International Maritime Organisation (IMO) is working on a regulatory framework that would balance the benefits of technology in the international trade and addresses the environmental, safety and security concerns across the maritime industry.

Digitalisation – trends to expect!

1. All customer touch points from Freight Quotation to Cargo Booking cargo to Bill of Lading drafts will be fully electronically enabled. Emergence of Big data analytics will lead to unique and customised service offerings.

2. From predicting customer's seasonality and gearing up equipment supply to scheduling preventive maintenance of ships, Artificial Intelligence (AI) will play a bigger role in both ship and land side services.
3. Paper less transactions in managing the entire supply chain will be greatly assisted by Block Chain technology. All stakeholders involved in international transport – Exporters, Customs, Shipping Lines, Banks, Ports, Importers, and other intermediaries – will move towards adopting common platforms to exchange data. This move will improve transaction speed and data integrity.
4. Usage of Smart containers will drastically increase. These containers integrated with Internet of Things (IoT) technologies, sensors, GPS tracking and Solar panels, will provide real time GPS tracking, regulate internal cargo conditions, enhance security, and alert operators to any potential issues with cargo. They can be self-powered by Solar panels and come with battery to store energy.
5. To maximise gains from these digital initiative, Digital Container Shipping Association (DCSA) a consortium of leading Shipping Lines will setup

standards from common and conflicting processes across carriers.

Geopolitics – governmental policy will steer the direction of global trade.

1. Near sourcing – a business moving its operations closer to where the product is consumed – is a growing trend as well as a strategy in the Supply Chain Industry. Shorter lead time and greater control over costs will propel this strategy in the years to come. The need to reducing carbon footprints and de risk supply chains from events like the recent semiconductor shortages will support near sourcing arguments. Shipping Lines and service providers must adapt to cater to this segment which will come with lower volumes and require shorter transit.
2. China's economy will gradually shift from being a production centre to a consumption market. Imports into China will grow at a faster pace compared to their exports. In addition, raising costs and environmental concerns will lead to companies following a 'China +1' sourcing strategies. The political inter play between and China and USA will be keenly watched and will be a pointer for new tonnage deployment.



“THERE ARE DECADES WHERE NOTHING HAPPENS; THEN THERE ARE WEEKS WHEN DECADES HAPPEN”

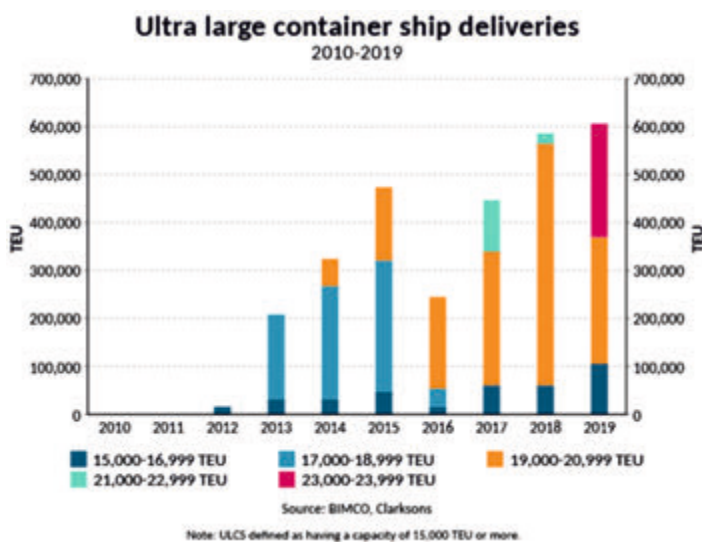
Krishna Kumar
Sr. Vice President
MSC AGENCY (INDIA) PVT. LTD.

krishna.kumar@msc.com

The last decade saw supply demand mismatch and the consolidation among shipping Lines. This decade has started with the world encountering Covid 19 pandemic and Global trade and Shipping coming to terms with the challenges posed by this virus.

None the less, Shipping continues to be the largest, cheapest, and most fuel-efficient enabler of trade. Container ships have grown bigger at a rapid pace over the last decades, faster than any other ship type, with the average capacity of a container ship doubling in this period.

Ship sizes and autonomy, two hot topics for this decade.



From no ship in the 15,000 TEU size for the initial two years, the pace of new mega ship building picked up. Maximising ‘economies of scale’ was the goal sought after by Shipping Lines and they were aided in that pursuit by positive global outlook. As a new decade beckons, container ships of 24,000 TEU are already in plying in the Asia-Europe routes.

Will the ship sizes continue to grow in coming decade? This question was asked even two decades ago, when the maximum ship sizes have not crossed 10,000 TEUS. However, it assumes greater significance in the backdrop of the Covid 19 induced challenges to the global economy. There are three main point that one needs to consider when discussing the size of the ships in future:

Factors that impact container vessel size

There are cost savings of mega-ships, but these are decreasing and might not even be realized. Doubling the maximum container ship size over the last decade

has reduced total vessel costs per transported container by roughly a third. However, these cost savings are decreasing with size; the cost savings of the newest generation of containerships are four to six times smaller than the savings from the previous round of upsizing. Approximately 60% of the cost savings of the most recent container ships are related to more efficient engines and not to scale. In addition, mega-ship development and the related container fleet capacity growth has taken place despite sluggish growth of world containerized seaborne trade. Coupled with the uncertainties in the global economy, few major shipping Lines have announced that they will not be rushing into the new building market. There is a clear recognition that further ordering of new mega-ships may result in oversupply of container ships, which will most likely dampen some of the cost savings due to larger ships, as low demand results in fewer savings per transported container.

The transport costs due to larger ships could be substantial. There are size-related fixes to existing infrastructure, such as bridge height, river width/depth, quay wall strengthening, berth deepening, canals/locks and port equipment (crane height, outreach). Mega-ships also require expansion of infrastructure to cater to the higher peaks related to mega-ships; as a result, more physical yard and berth capacity is needed. Roughly a third of the additional costs might be related to equipment, a third to dredging and another third to port infrastructure and port hinterland costs. A substantial share of the dredging, infrastructure and hinterland connection costs are costs to the public sector in many countries. Many developing countries, with small share in Global trade might be averse these huge investments.

Supply chain risks related to bigger container ships are rising. There are concerns about insurability of mega-ships and the costs of potential salvage in

case of accidents. Mega-ships also lead to service and cargo concentration, reduced choice and more limited supply chain resilience, especially since bigger ships have coincided with increased cooperation of the main shipping lines in four alliances.

Autonomous ships

The opening lines of the poetry 'SEA FEVER' by the famous 19th century poet John Masfield state

'I must go down to the seas again, To the lonely sea and sky

And all I ask is a tall ship, And a star to steer her by'

Now if autonomous ships become a reality and if John Masfield were to reincarnate in the 21st century as a poet all over again, this is how he would rephrase the opening lines of the poem re-titled "SEA FEVER-REVISITED'

'Must I go down to the seas again? To the crowded sea & sky.

When I have an autonomous ship, and there are satellites to steer her by'

Just as driver less cars and drones have been on land and air in the last few years, autonomous ships have come a long way from idea conception to testing stage. As can be expected, there are both Pros and Cons of Autonomous shipping.

While, on the one hand, the pros of autonomous shipping could be shorter port stay, faster turn around, no crew cost hence lower operating cost, no accidents due to human error, no dependence on crew supplying countries and agencies; on the other hand the cons of autonomous shipping could be high vulnerability to cyber attacks and increased piracy threats to ships, possibility of accidents due to machine failure, increased scope for maritime frauds, no employment for sailors, potential danger to all manned ships, smaller crafts, fishing vessels etc.

in the vicinity and last though not the least no legal framework in place as yet.

The Yara Birkeland, the world's first net-zero, battery-powered autonomous container ship, was delivered to Norwegian fertilizer company Yara Norge AS in November 2020. It's currently in the Norwegian port of Horten, where it's undergoing further preparations for autonomous operation and a late 2021 launch.

Autonomous ships or smart ships with no crew onboard are a distinct possibility in the not too distant a future. But to reach this destination a few more milestones need to be crossed in order to make autonomous shipping absolutely safe, secure, reliable and legal. The coming decade could very well see the idea of Autonomous ships gaining ground and trials conducted for their induction into the global shipping fleet.

Competitive landscape

In the last decade, the number of shipping Lines (with more than 1% share) shrunk from 25 to 10. Alliances among shipping Lines formed to lower the operating cost and improve service delivery to the trade. Three major Alliance groups emerged – 2M consisting of Maersk and MSC, THE alliance with Hapag lloyd, ONE, HMM and Yang Ming and Ocean Alliance with CMA CGM, Cosco, Evergreen and OOCL. The three alliance now carry around 92% of the containerised volumes.

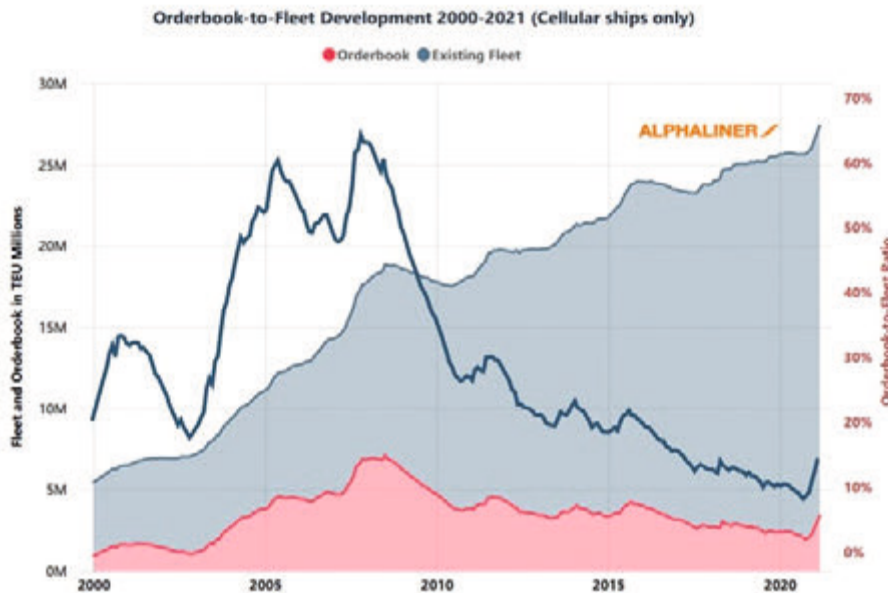
Competition in container shipping market

Competition for container shipping will come from three angles. One, from fleet expansion of existing container shipping companies. Two, from major stake holders like Terminal operators or freight forwarders in the ecosystem and finally from outside the industry, from major cargo owners like Walmart, Amazon etc.,

FEATURE - 3 (Contd.)

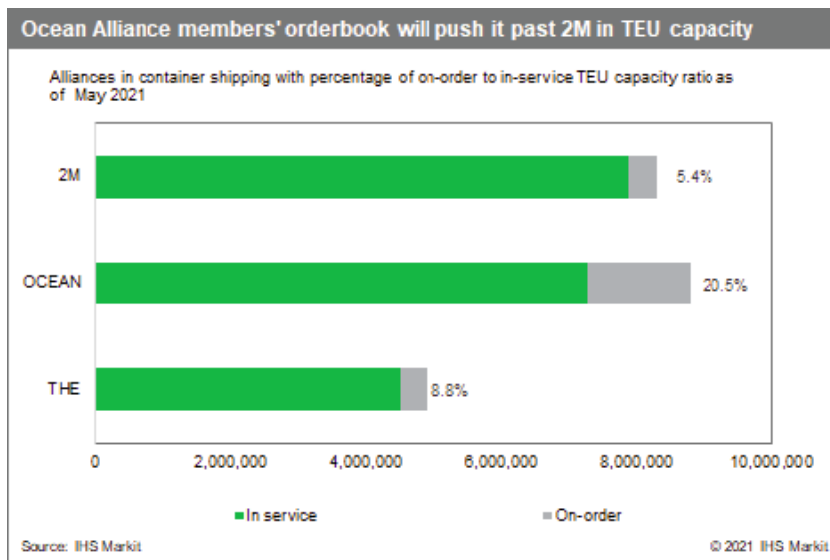
Fleet expansion

In the last decade, Box shipping 'order book to fleet ratio' had steadily decreased from 30% in 2010 to 8.8% in early 2020.



The global order book for container ships surged significantly in the first half of 2021 on record demand, low interest rates and competition among ship yards. As of June 30th, the total order book stood at 4.96 Million TEU of capacity, amounting to an 'order book to fleet ratio' of 20% to existing fleet. Experts at Alphaliner, a shipping intelligence service, expect the ratio to climb up to 25% before the owners and carriers show restraint to prevent 'overheating' the market.

The container shipping market is dominated by three major alliances. A look at their new building plans presents an interesting reading.



Carriers in the OCEAN alliance have a higher new order book, which will take their capacity ahead of 2M. Among the Carriers, Evergreen, CMA CGM and MSC have higher order book compared to their peers. Once the new vessels join the fleet, MSC with 4.26 million TEU of fleet capacity will surpass Maersk at 4 million TEU. Similarly, Evergreen will overtake Hapag-Lloyd and ONE while CMA CGM will regain the third position from COSCO.

Expansion of Terminal operators

Major global terminal operators have in the recent years been expanding their product portfolio to include more land side services. DP world

DP World has committed itself to an integrated logistics path in the last few years, making a series of acquisitions that broaden its reach beyond port terminal operations. Their recent purchases include Syncreon, a logistics specialist, Searates.com, a digital ocean freight booking platform, Feedertech and Unifeeder, companies that focus on niche feeder routes. They have also been acquiring either strategic or controlling stakes in Inland Terminals and Container Freight stations.

Will they move up the value chain and acquire a long sea container shipping line? It is a possibility, and the coming years might just see if they go in that direction.

Competition from outside the industry

Major retailers like Walmart, Home Depot and IKEA have resorted to chartering container ships and buying containers in their bid to get the goods into the stores for the holiday season. Even though the latest move by the retailers is the result of pandemic-induced delays in shipping their products, it might be pertinent to remember Amazon, who had ventured into Ocean freight forwarding and shipping a few years ago. They have the products consumers want and if they can control the international shipping with

their own tonnage, then it would give them better control over their Supply Chains.

Will the big retailers expand on their acquaintance by committing to long term investment in growing into container shipping business? Only time will tell. The biggest impact in car Industry came from outside (Tesla). Similarly, we must not rule out the possibility of big retailers getting into shipping.

How Lines are responding – moving towards One stop shop service delivery.

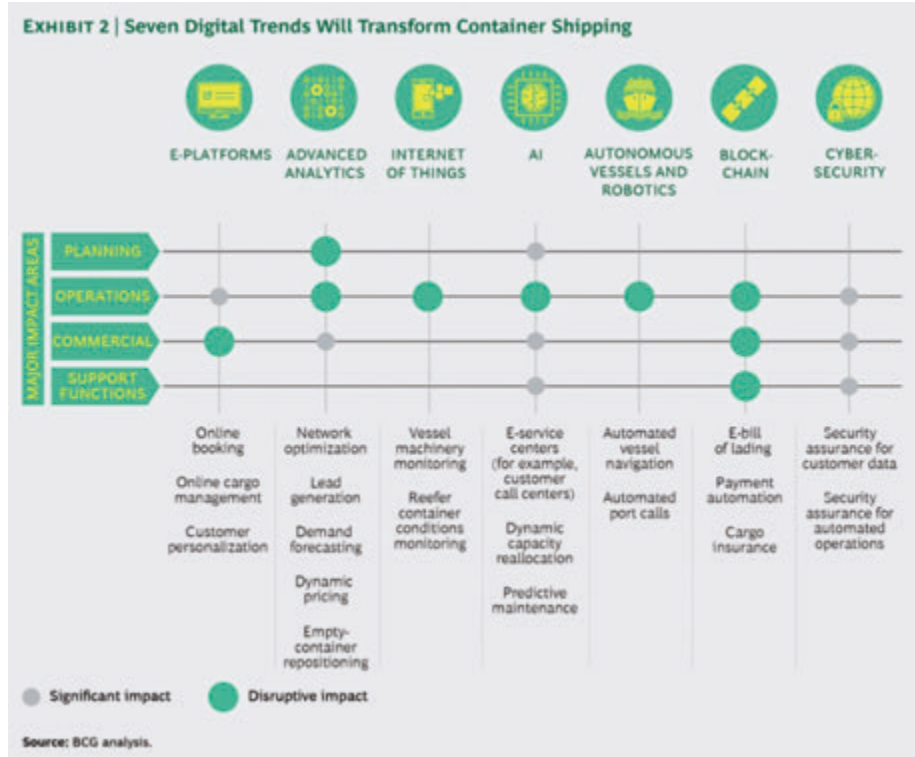
Existing shipping Lines are not just going for growth in market share but are aiming to expand their share of Customer’s logistics spend by providing more services. From traditional port to port service, the product portfolio is expanding to cover land side services like trucking, customs clearance, warehousing. Not just that, cargo insurance, trade finance, container and cargo tracking services are keenly promoted as one stop shop offerings.

The investments made in 2019 by the shipping Lines to comply with the 2020 emission norms are a collective testament of the commitment to preserving the environment. In addition, shipping Lines are showing an active intent in Sustainability initiatives by driving for zero net emission target as per UN mandates.

The coming decade will see more ships with ‘carbon neutral’ fuels that would enable Shipping Industry to claim its rightfully claim the title of lowest emission enabler of global trade.

Use of Digital technology

Traditionally, shipping Industry had not embraced cutting edge technology. However this has been changing in the last few years and digitalisation will bring in major changes in the way the industry operates. A full range of customer touch points and internal management will be driven by digital enablers.



The scope to adopt digital initiatives cut across the shipping activities from planning to support functions. As of now, customers can get a quote, book cargo, send Bill of Lading instructions and print BL at their premises, track their cargo, get milestone alerts electronically.

Most Shipping Lines are moving from dot com to app based services that allows them to better customise the service delivery. Emergence of Block Chain technology has led to paperless transaction among the players in the EXIM eco systems. Speed and Data integrity will drastically improve in the years to come with more Shipping Lines adopting this technology and regulators worldwide framing guidelines that facilitate handling of data electronically.

As the saying goes, ‘along with challenges comes the opportunity’. Let us hope and work towards a successful and rewarding new decade by adopting new technologies and enhancing the skill set of our people.



NEW DECADE 2021-2030: HUMAN-CENTERED & MORE PROSPEROUS DIGITAL DECADE”

Mukesh Oza
CEO & President
Samsara Group

oja@samsaragroup.com

The Digital age is surely upon us. We have already been witnessing its slow but steady takeover even though in parts and pieces, even before the onset of the current decade.

The Covid-19 Pandemic has also played its role in accelerating the pace of adoption, as during the lockdowns it was difficult to engage in paper trade. Within that period, the International Chamber of Commerce (ICC) has urged government bodies to facilitate an “immediate transition” to digital trading.

Currently, paper-based transactions are still used in the majority of the international transactions despite the associated costs, delays, inefficiency, fraud and errors. The Digital Container Shipping Association (DCSA) reports that currently, only 0.1% of the total volume of global Bill of Lading documents are issued electronically.

Now, On 29th of June 2021, the G7 members have voted to approve a new law

- Uniform Rules for Digital Trade Transactions (URDT) Version 1.0, which is to be implemented by the 1st of October 2021.

The Uniform Rules for Digital Trade Transactions (URDT) is a game-changer law that lays down a high-level framework outlining obligations, rules, and standards for the digitization of trade finance. This has been welcomed as a great step forward in the trade digitization process towards complete digitization of global trade.

With the implementation of this law, the situation is set to change. This new commitment from the G7 – which represents 33% of the world’s economic output – this new law which will be implemented by October 2021 and is all set to overturn barriers to trade digitization, and make trade easier, safer and cheaper for all. This law gives electronic documents and signatures the same legal standing as their paper-based counterparts.

The UK Law Commission has already launched a consultation for law amendment in the country, to allow for electronic trade documents to be treated as documents of title – the proposed legal reform covers a broad range of documents including bills of lading, bills of exchange, promissory notes, ship’s delivery orders, warehouse receipts, marine insurance policies, cargo insurance certificates, and warehouse receipts. And this is just the beginning and a Revolution in the making.

One of the challenges that have been raised by trade body organizations such as the World Trade Organization (WTO) is about data security. Protecting free data flows and maintaining privacy and cybersecurity is one of their key concerns. As per UNCTAD, presently some 58 percent of all countries have already adopted or are in the process of adopting data protection laws. This is seen as a roadblock in implementing Digital Trade



Transactions, which requires seamless cross-border data flows. For example, data laws in China and Vietnam mandate data localization. Laws like GDPR are very restrictive in the type of data that can flow out of the country. These types of laws affect adopting best-in-class standards and practices in security and are mostly not interoperable with globally recognized standards and thus making it challenging to do business across the border.

Therefore, as digital trade grows, the laws around international business which governs bodies like WTO will also need to change. Members across these international trading bodies will need to implement a framework that allows for free cross-border data flows. This approach will call for overcoming deep rooted Human factors such as Distrust and promote Transparency and trust in the digital trade for businesses and consumers alike.

The ICC is looking up to scale this Digital initiative to include B20 and the Commonwealth as well. This will need to then address specific needs of developing countries and enable their inclusion into the digital economy, which can only be achieved by increased participation, goodwill, and commitment of countries.

This Fourth industrial revolution will have to adapt to human-centred economic growth model in which social inclusion is consciously “designed into” multiple relevant aspects of economic policy in a concerted effort to broaden the base and strengthen the resilience with an explicit strategy to place people and their living standards at the centre of economic policy. This will mean ushering in new technologies and business models also create exciting new opportunities for societies to enhance employment opportunity, productivity and quality of life. The disintermediation of traditional tasks and firms at intermediary stages of

value chains, including through e-commerce, would lower barriers to entry for small and medium-sized businesses in many sectors, potentially creating a new cadre of entrepreneurs with greater personal wealth and lifestyle flexibility.



DIGITAL REVOLUTION

Pramod Kumar Srivastava
President

National Association of Container
Freight Station (NACFS)

pramod@pdpgrp-india.com

- 1. The global community is witnessing an unprecedented digital revolution with technologies like Blockchain, Machine Learning, Artificial Intelligence and Big Data taking the lead. Going forward in this decade which of the technologies will emerge and dominate shipping & logistics? How do you envision this influence your business?**

I believe industry leaders must go beyond the mindset of merely 'adapting' to digitalization; they need to embrace it! The logistics sector is going to be hugely benefitted from this change to digital systems. Today, we are focusing on data integration across different systems, minimizing clerical work by incorporating machine learning, and focus on ways to transform productivity. Technology will be the key differentiator among various logistic service providers. Customers are

preferring online system generated reports as they ensure transparency and accountability. Unfortunately, companies who do not invest in digitalization will become laggards in the long run since we are now dealing with unprecedented volumes of data and service-level integrations which cannot be handled manually.

ICDs and CFS across the nation today are highly focused on digital integration. Monitoring heavy equipment, trailers, cargo handling operations, container management, etc. are being performed online so that the management team has accurate data to plan effectively. With the container shortage issue all over the world, turnaround times are going to be vital, and digitalization will play a key role in reducing the additional time taken due to manual compliance.

We have been focusing on transforming our digital infrastructure since the last 5 years,

and we are seeing the efforts pay off. Once various service offerings are integrated, duplication of work has been eliminated. We are now able to track each operational movement from source or origin, along with reports of any major/ minor service failures. This enables us to pinpoint the root cause of any problem and focus on immediate resolution.

- 2. How will hardware and devices garner greater interest and will greatly influence our lives - Robotics, Internet of Things, Drones and Autonomous Vehicles?**

There was a time when our country had surplus trailer/ truck drivers. Now the logistics industry is finding it very difficult to find sufficient drivers for their fleet. This is a small example of how technology has changed the status quo. Today, drivers are preferring to drive app-based taxis where technology is ensuring comfort and safety. As we move to the future, we won't be having many individuals who would

be willing to perform mundane jobs. People want a sense of purpose in their daily work and technology successfully fulfils this very need.

GPS devices, RFID based tracking systems, electronic seals, etc. are some examples of 'IoT' devices that were considered a luxury earlier but are now a part of daily operations. As human beings, we are focusing on getting many things done at a very short time and technology is making this possible. In terms of autonomous vehicles, I still believe we have a long way to go for that in our country. However, surveillance of yards and sites using drones and monitoring of work through digital systems has made life much simpler.

3. Considering the evolving technologies, which are the skill sets that our industry requires to deal with the change? How organisations have to adapt?

In the past, we have focused on relationship and strong person to person interactions to get the work done. While personal touch is always going to be important in any business, it is no longer sufficient.

With the advent of technology and complex database integrations, we have to ensure that senior employees in the organization actively go through all circulars and notifications to stay updated. This creates a culture where knowledge is the primary driving force, and this mindset flows through the entire organizational value chain.

We operate in a highly competitive environment and need to find new ways to enhance employee productivity. Therefore, we must invest in digital systems and constantly perform skill upgradation of the workforce. Organizations have often neglected the human resource development and focused solely on operations. However, the time has come to now have effective human resource management to understand the skillset of each employee, and to devise ways to make the best use of manpower.

4. Where do you think BOTs will take over some human roles, like meetings, monitoring, and customer care?

BOTs have already taken up partial roles in setting up of meetings, sending reminders, automated system-generated reports for key processes. Whether BOTs will take over the entire role in handling customs queries remains to be seen. However, we can use BOTs to effectively screen relevant and non-relevant customer enquires where the relevant queries are passed on to the key human looking into customer relations. Non-relevant queries may be pushed to spam which can be cross-checked by an employee in the future.

Most of us have been working from home recently and have acknowledged the usefulness of technology in keeping the operations running. While I do believe that the human element will remain at the forefront in the service industry, machine learning and successful integration with AI at the back end will become a key differentiating factor.

5. Industrial revolution (IR) 1.0 replaced human and animal power with automation and mass production. IR 4.0 will replace human brain. Which are the industries/operations that will see a paradigm shift with IR 4.0?

The adoption of Industry 4.0 has already brought various disruptive changes in the industry. We have observed a steep decline in the sale of cameras, non-smart phones, fax machines, etc. These were items without which we could not imagine our lives in the late 90s and entire first decade of 2000s! Similarly, in the service sector we have seen a huge reduction in services of physical travel agents and telemarketers.

Although various above products and services are redundant in the current era, many companies involved in the above sectors are still thriving because they have adapted

to the shift and updated their product/ service catalogue. Moving forward, we can expect a huge demand for IoT devices and electric vehicles. With the rise in diesel prices, we are already observing a huge surge in purchase of electric cars in the west. With the advent of electric pick-up trucks by Ford and Tesla, we understand that boundaries are being pushed and in the future, we may see heavy vehicles running on electric power. This will also depend on how quickly India can build an infrastructure to support electric charging and maintenance of such vehicles. When it comes to the ICD/ CFS and CHA sector, the players must focus on seeing themselves as an extended partner of the customer instead of a 'service provider.' We have to adopt technologies and paperless modes of working, as well as equip ourselves with the latest knowhow to provide not just services but suggestions to the customers.

6. Will IR 4.0 and emerging technologies render the traditional education system obsolete? Is the time ripe to develop new education system and reskilling?

I will focus on the universities and institutes who impart knowledge on supply chain to budding youngsters. The Govt. of India is focusing on logistics skilling, and we have seen initiatives taken by Logistics Skill Council. Several companies now are partnering with LSC India for upskilling aspiring graduates from the supply chain sector. I do believe that practical knowledge will be the backbone of future learning. Theoretical knowledge is important to understand the basics of operations, but private institutes should tie up with organizations to have regular field visits for their students. Today, there are various students who still consider logistics sector to only consist of courier business thanks to the popularity of e-commerce. However, the knowhow of containerized movement and project cargo is still in the nascent stage amongst aspiring youngsters.

FEATURE - 5 (Contd.)

7. **Business models across sectors were earlier bottom line driven, but they are now changing to achieve market dominance. How will this change in business mind set revolutionise the competitive landscape?**

‘Cooperation vs Competition’- this is always an important debate when it comes to market dynamics! It is true that earlier, organizations were focused on internal cost analysis to ensure there is a standard pricing mechanism in place for the various jobs being executed. Now we are seeing that several organizations are willing to go much lower than market prices to gain market share. Profits were now ascertained based on volumes instead of per transaction model as seen earlier. I believe this changing mind set will not be fruitful in the long run.

As various companies slash their prices to gain market share, it is observed that customer priorities are shifting from high quality to low cost. Both parameters are important and should be considered at equal footing. I hope that logistics stakeholders work together to keep a minimum standard price for their services and cost should not be the only measure for selecting a service provider.

If we shift to a business model where customers only choose the service provider based on cost, then we will move away from being a knowledge dominated industry to a relationship-based industry.

8. **How do you see the business models evolve further - from bottom line driven to top-line driven to market share driven to valuation driven? What will be the futuristic financial models?**

Futuristic businesses will be based on valuation. Organizations will be judged on the basis of their brand value, infrastructure investments, CSR activities knowledge base of the key-persons in the firm.

9. **Virtual currencies such as crypto currency are gaining acceptance.**

- Will it bring a paradigm shift into our financial systems such as negotiable instruments?**

Presently, cryptocurrencies do not come under any regulations in India. This makes cryptocurrency a difficult proposition for Indian investors. However, there is a cryptocurrency bill under proposal, and we need to see how the whole scenario develops. While it is true that digital currencies disrupt the central bank model of transaction and trading, the government’s scepticism towards cryptocurrency does not help imbibe confidence amongst early adopters.

10. **As Blockchain technology offers end-to-end visibility and security in the documentation process, it is expected to make certain professions like audit obsolete in the near future. Your comments?**

As mentioned earlier about some products/ services that have become obsolete in the era of Industry 4.0, we will see certain professions become redundant as well. I feel that the focus has to be on revamping the employee hiring process. We rely a lot on references and personal connections to hire employees, and train them on the job. However, with the emergence of Blockchain technology, we must have a robust interview process which involves rounds with industrial psychologists, technical team, as well as logistics professionals. We must gauge the employee’s adaptability to understand how flexible they can be with the changing times. It is very difficult to predict which particular jobs may become obsolete in the future. The safe bet is to assume that every job role will see a transformation and we need to focus on developing our employee skill sets accordingly.

11. **Work from home has become the new normal and employees especially in the IT sector are now rebelling the idea of returning to office. How do you see the concept of work from home transform the operational landscape of businesses?**

It is true that the COVID pandemic has introduced the concept of ‘work from home’ in most of our lives. In the logistics industry, we could never imagine working from our home in different locations. However, we have seen that human beings come up with unique and innovative solutions when they are left with no option. The pandemic has definitely highlighted the importance of digitalization and many employees, especially the youngsters are enjoying the ‘work from home’ concept as they spend less time travelling. However, the logistics industry will always require physical presence as it involves handling physical assets such as forklifts, reach stackers, trailers, as well as physical documents which are required to be submitted to various authorities. We see that there is an improvement in terms of taking reports and updates, when working virtually. However, physical presence is very helpful when it comes to brainstorming, interpersonal interactions and operational analysis.

12. **Another significant trend is consolidation of businesses and industries with models for global domination across multiple segments simultaneously. How should the businesses prepare to face these threats?**

We are seeing various takeovers and mergers happen in recent times. Bigger players are strategically taking over regional businesses with a view to increase turnover. We are also seeing the major players moving into different industry sectors. I believe this is being done with a view to generate multiple streams of revenue and minimizing the risk of over-dependence on any single industry.

Regional players that are constantly investing in infrastructure and have been in the industry for a long time are feeling vulnerable due to the predatory prices being introduced by multi-national firms. The only way left to face these threats is to continuously upgrade employee skilling and have strong knowledge of regional activities.

13. The turn of this decade has seen rise in Oligarchy. How will it impact business and governance?

It is not good for a small group of people/ firms to have control over any specific industry. In the long run, pricing will be controlled by a small group of firms which would not be good for the country.

14. Our personal, social and professional lives are totally dependent on the Internet. The internet bandwidths are continuously increasing beyond 5G and 6G. Over the years how do you see the digital highways and connectivity evolve?

Digitalization is taking place at breakneck speed. Every year, we are seeing the digital scenario transforming with firms becoming increasingly dependent on cloud computing and cross- functional digital integration. During the launch of 4G, consumers felt that this was the fastest connectivity required and all their needs would be met. However, we have noticed how modern technologies have evolved and now 4G is no longer sufficient to meet the requirements. I hope to see 5G launch soon in our country, but we have to be concerned about the various cases of data theft coming up. Data integrity and protection must be non-negotiable, and we must not compromise on data security to achieve fast connectivity.

15. Following the US-China trade war and impact of the pandemic, businesses are opting for near sourcing which will replace the traditional longer supply chains. Your comments?

Our government is constantly focusing on 'Vocal for Local' because we have seen how dependency on global supply chains can lead to shortages amidst a pandemic. We have seen container shortage issues arising due to the congestion at various major ports. The US- China trade war has peaked during the past US administration, and we have seen countries becoming vary of the predatory pricing strategy of China.

However, India still remains a major business partner of China with our imports from China continuously on the rise. I feel it will take time for us to completely adhere to the government's call for a 'Atmanirbhar Bharat' as presently, various raw materials are being imported from China to manufacture Indian goods. How the trade wars evolve in the new US administration is something for us to wait and watch as it will indeed influence global supply chains.

16. How will the digital governance and management change over the years?

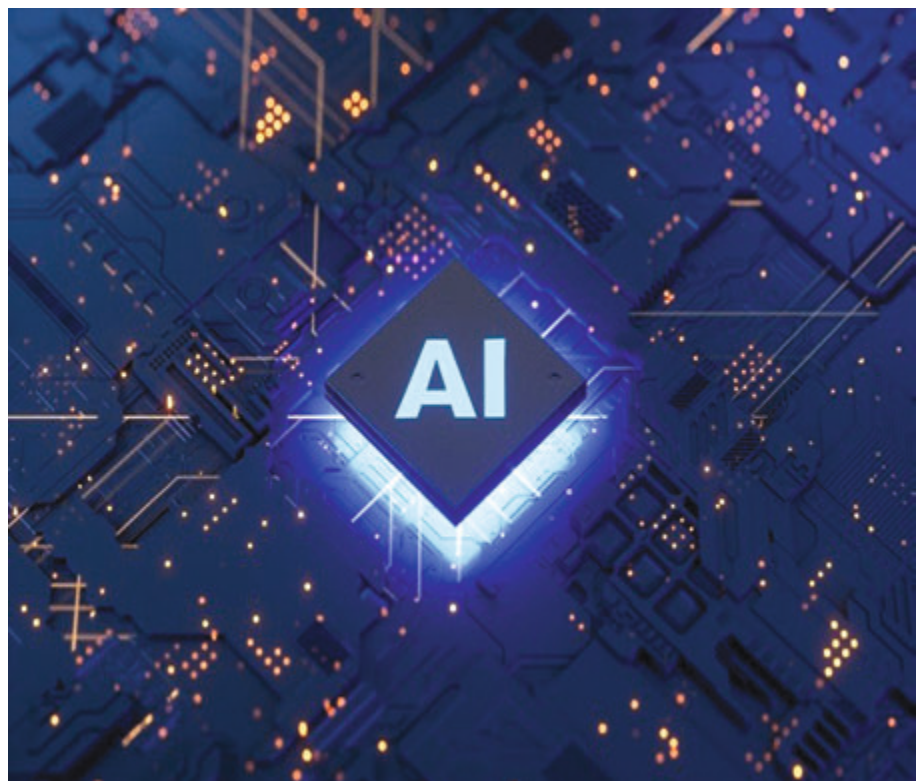
Digital management and firewall protections must be looked at with utmost seriousness. In the past few years, various companies have lost their data or have had their systems attacked by 'Ransomware.' A strong and competent technical team is needed in every firm to monitor and manage data. Reliable cloud computing partners must be selected to ensure data can be retrieved in case of any issues. The IT department of a company should no longer solely focus on fixing basic troubleshooting. A comprehensive IT policy with routine checks and server maintenance is necessary.

I believe associations can play a major role in handholding their members for effective digital governance by adopting skill training programs.

17. What will be the future scenario in terms of democratisation of data and privacy standards?

Publicly available data should be accessible to all interested people, irrespective of their IT knowledge. It has been observed that mediums like WhatsApp, Twitter, etc. enable users to share Public Notifications, Circulars, and other regulatory information with a click of a button. However, we must also be aware of false rumours and incorrect information that is being spread to millions of users in a matter of seconds.

I have already stressed on the importance of data privacy. We must not compromise on data privacy as it is a non-negotiable tool. Advancements in digitalization is necessary but data privacy has to be at the core of all future initiatives. Data authentication is very important in industry 4.0 and hopefully mechanisms are developed for easily verifying correctness.



MANAGING COMMITTEE MEMBERS 2021-22



Xerrxes Master
President



George Abrao
Vice President



Arun Kumar
Hon Secretary Convener -
Cyber Security



Devpal Menon
Hon Treasurer



Shantanu Bhadkamkar
Immediate Past President &
Executive Committee Member



Anjali Bhide
Executive Committee Member



Sam Katgara
Executive Committee Member



R. K. Rubin
Past Vice President &
Special Advisor



Ravindra Gandhi
Special Invitee



T. Venkataraman
Special Invitee &
Convener - NVOCC Council



Haresh Lalwani
Special Invitee & Convener -
Liquid Logistics Council



Nailesh Gandhi
Past President &
Advisor



Vivek Kele
Past President & Advisor



Tushar Jani
Past President & Advisor



Anand Sheth
Past President & Advisor



Shashi Tanna
Past President &
Advisor



Sailesh Bhatia
Past President & Advisor



Shankar Shinde
Mentor - Western Regional
Chapter



Prashant Popat
Convener - Western Regional
Chapter



Sanjay Rane
Co-Convener - Western
Regional Chapter



Biju Sivakumar
Co-Convenor -
NVOCC Council



Tarun Sharma
Mentor - Northern
Regional Chapter



Priya Thomas
Convenor Northern
Regional Chapter



Pradip Verma
Co-Convenor Northern
Regional Chapter



Sumit Sircar
Mentor - Eastern
Regional Chapter



Brij Lakhota
Convenor - Eastern
Regional Chapter



Kaushik Roy
Co-Convenor - Eastern
Regional Chapter



Sharmila Amin
Convenor - Women's
Wing



Hetal Philips
Co-Convenor -
Women's Wing



Clarence Xavier
Co-Convenor - Cyber Security

SECRETARIAT OFFICE



Delzad Vapiwala
Administrator



Neha Loke
Sr. Co-ordinator



Ajay Kumar
Office Assistant

EMBRACE TECHNOLOGY WITH HUMAN TOUCH AND CO-OPERATIVE MODEL TO GROW IN LOGISTICS BUSINESS

“Technology adaptation should be by choice not by force”

“Creating vision for Business model to sync with technology beyond two years would have no meaning as the speed at which the advance technology pace is moving would phase out by the time even you can implement hence long term visions cannot be in reality”.

Shankar Shinde

Chairman

Federation of Freight Forwarders' Associations in India

shankar@fffai.org

There is a paradigm shift of the ways of logistics business across the globe, especially after the outbreak of the unprecedented COVID-19 pandemic. The manner in which customers search, consume, engage and seek support has seen a significant shift since the last year because of the pandemic. This transition has major implications for businesses across industries.

A lot has been discussed on future business and business models due to challenges faced during this period. We have also witnessed that most of the business models could sustain with implementation of Technology and still have to further enhance IT Infrastructure, with requirement of training for Work from Home (WFH) which was by force and not by choice.

This has resulted in the disruption of the traditional business models that transportation and logistics companies are grappling with. In the coming

decades, some of these traditional business models will be fully overturned. The introduction of advanced technology into this industry has given them the ability to adapt to recent imperatives such as constant improvements in innovations, customer centricity, efficiency and effectiveness.

CHALLENGES AHEAD

With an increasing cost structure and logistics cost is significantly high in India as compared to developed countries, logistics services today need of huge investment in contemporary IT infrastructure at individual level which is also very expensive. On the other hand, it is a challenge for transport and logistics companies to compete without first staying clear of the complex processes, and old IT systems.

Although it is difficult for them to change directions overnight and become efficient immediately, they know that there is a need for them to evolve and adapt to

technological advances. So, there is quest for a large number of technological innovations such as drones, data analytics, Artificial Intelligence, Machine Learning, Natural language processing etc.

Accordingly, I would look forward to create and set up a “Co-operative Model” for creating common IT Platform, Software, Asset sharing, networking to create a competitive advantage and the members get the ownership of business developed. This will help in enhancing productivity, employing expertise to create domain knowledge and retain outflows within the members.

We have witnessed that, presently Government of India is a step ahead, faster than private sector in adaptation and implementation of enhancing IT infrastructure. And if the logistics industry professionals choose to not adopt this technological approach, the attitude of these old approaches may hold

them back from the advancements that technologies bring.

The service-driven logistics industry, however, has its own set of challenges to be addressed differently depending upon situation which will always require human intelligence. A recent PwC research reveals that approximately 59% of global consumers surveyed amidst the pandemic felt that companies have lost touch with the human element of customer experience and 75% of the customers surveyed stated that they preferred to interact with a human being rather than an automated machine.

While the pandemic has created certain restrictions when it comes to human interface, it is essential that companies understand what their customers are seeking and modify their practices to deliver a personalised customer experience.

CURRENT BUSINESS MODELS & ROLE OF IT

Nevertheless, COVID-19 has brought along with it a wave of digital transformation globally. In line with this shift, several brands have re-routed their customer outreach, sales processes and service delivery during this contingency, the year that saw the greatest disruption we have witnessed in our lives. Only companies that have been able to keep pace with changing customer expectations continue to remain ahead of the curve.

The wave of digital transformation is changing the way businesses operate and engage with customers. Contactless services and technology interventions in service delivery have become the accepted norms of the present, rather than that of the imminent future. Industries are adopting digitalisation initiatives to drive business efficiencies, and realising the value that can be harnessed through a digital-first agenda. This is not just in terms of cost efficiencies and savings, but also in terms of an elevated customer experience.

Especially for the logistics industry in this context, we realised that while our customer service team as well as our customers were confined to their homes, quality service would always require a personalised approach, enabled by technology.

Given the shift in purchasing patterns of customers over recent months, there is a tremendous rise in e-commerce volumes globally. The logistics industry is also an enabler of Covid related supplies, medicines and vaccine deliveries.

As last-mile deliveries during the pandemic led to safety concerns, the recalibrated customer service through an OTP-based non-contact delivery system has emerged, which leveraged On-Demand Delivery (ODD) that allowed customers to schedule deliveries according to their convenience.

Additionally, digital payment solutions for payment of freight charges and duties helped us to maintain the safety of our customers and our frontline workers. Digitalisation, very importantly, has made it possible for our customer service team to deliver the same high levels of performance while working from home.

While technology has enabled us to serve our customers seamlessly in this contingency, what has helped us succeed is our “furious Customer-Centric Culture”. This culture is the reason for our customer service employees to stay motivated, provide high-quality service, and go the extra mile for our customers. Without that human element, we would not have succeeded even with all our technological interventions.

Successful Technology systems should come with accountability, transparency and corruption free ecosystem leaving the following footprints:

a. Transparency and Data Automation

We have noticed that Logistics companies have always had a lot of paper service and dealing with plenty of data. The recent advances in the collection and analysis of

data will only work more to benefit the logistics data. It might help them to optimize their network routes.

b. Timely actions and decision

Transport and logistics companies will need to identify the right topics and choose the right mode of action to tackle them. This is important for their chances of transforming their challenges into opportunities for them. The action mode that they choose will be determined based on the situation and the topic they are dealing with.

c. Digital Platforms

The biggest disruptions to this sector of transport and logistics as it enable capital expenses to be shared around fleets and warehouses and other such areas. It also allows new entrances into this domain. This opens the sector up for newer opportunities for a business model.

This platform results in a size race and that causes a change in the model into a model or a market that is concentrated with the emergence of new business models.

We have also observed during the COVID 19 pandemic period where the freight on digital platforms have also failed till certain extend, hence operating physical presence were more preferred than digital.

d. Technology Innovations methods

New techniques that are being introduced into the sectors such as additive manufacturing and 3D printing also have a huge potential to cause big disruptions to the traditional transportation and logistics model and can cause enablement of newer and more decentralized business models. For example, instead of having to transport specific products, this need can be replaced by a 3D printing on-site in many cases. This, therefore, opens up an opportunity for the providers of contract logistics to add 3D printing service to what they offer, consequently leading to the last-mile customization.

FEATURE - 6 (Contd.)

e. Future Advanced Technology Adds a New Means of Physical Transportation

There are some logistics companies that have adopted the use of drones, handling robots, driverless vehicles into their operations and are already beginning to reap the benefits from this approach. However, as important as it is that they handle the introduction of these technological advances and innovations successfully, it also brings about some questions in areas such as liability, control, and employment.

FFFAI INITIATIVES & INTEGRATION

Federation of Freight Forwarders' Associations in India (FFFAI) the umbrella organisation of Indian Customs Brokers and Freight Forwarders has always been working towards empowering Customs Brokers. And, would further strengthen the task ahead.

FFFAI is representing the logistics industry's concerns on various Government forums and Government is also very seriously considering bringing transparency and Ease of Doing Business with a technocrat approach.

Meanwhile, the Government has taken various initiatives to reduce cost and dwell time. (viz Self-Assessment, Risk Management, Faceless Assessment in Customs and PGAs' Digital Customs SWIFT, DPD, AEO facilitation measures, etc.) In addition, monitoring has been framed for Ease of Doing business and various programmes have been implemented to prepare scorecard of LSPs.

We look forward to support the Government of India in every aspect to facilitate the EXIM trade and boost the country's economy.

We have witnessed the IT development phase and have already gone through transformation into IT processes. Now we will have to look forward how the IT tools can be used to enhance business to sustain and growth of Industry

considering block chain and artificial intelligence etc.

FFFAI's prime focus is to empower logistics service providers with educating and supporting with soft skill trainings, protection & safeguarding fraternity interest, professionalizing the fragmented sector in and enhancing productivity by providing technology platform.

There are various stakeholders in logistics Community Systems (like PORT, CFSs, Shipping Agents, Freight Forwarders, NVOCC, Consolidators, Transporters, Government Agencies, etc). Currently the stakeholders in supply chains are operating in Isolation. Unless there is seamless data flow within every stakeholder, they would be compelled to duplication of DATA and multiple Software platform utility which would result high cost in furthering the API latching with Government statutory organisation. The DATA systems should be latched for seamless supply of data flow integration within the stakeholders along with the Government Portals using advanced block chain technology.

CONCLUSION

In conclusion, I believe that the pandemic has led businesses to focus on delivering excellent customer experience, as well as ensuring employee engagement.

Without a doubt, the logistics industry is late in joining the digital transformation caused by technological advancement. But it is finally adopting it gradually. However, this has and still will disrupt the industry in a number of ways.

That is why it is important that logistics companies start to look into the risks and

opportunities of this transformation and try to find the right balance between a disruption for positive change and the disruptions that are capable of placing the industry on a downward slope.

This is a learning phase for everyone and a journey of continuous improvement, as companies, consumers or suppliers keep adapting in positive ways keeping pace with the dynamics of the situation. The crux lies in personalised service, enabled by technology. This is the approach for profitable growth and the differentiator to engage key stakeholders in the business.

In addition, in view of the current challenges including increasing pressure on profitability, emerging technologies, compliances, government policies/rules & regulations, etc, Customs Brokers have to think beyond customs broking services to cope up and diversify their business. They should provide various other value-added services in the field of international supply chain.

Logistics Service Providers (LSPs), on the other hand, should look forward for the opportunities in Freight Forwarding, Warehousing and Transportation, and integrate with the partners in international supply chain arena to be known as 'End to End Logistics Service Providers emphasizing/establishing with single window proficiency. Setting up infrastructure including IT infrastructure may be a challenge and therefore LSPs should seek for partnering model to show their presence at various destinations and networking for providing services.



AMTOI DIALOGUES

AMTOI DIALOGUES



AMTOI DIALOGUES

Series 1 - Session 5

TOPIC

“Four Generations of doing Business & the Way Ahead”
with the Katgara Brothers.
Moderated by
AMTOI Vice President Mr. Xerrxes Master

DATE: 21st January 2021



AMTOI DIALOGUES

Series 1 - Session 6

TOPIC

“Breaking the Glass Ceiling”
with Mr. Mukesh Oza CEO
and Group President Samsara Group
Moderated by
AMTOI Vice President Mr. Xerrxes Master

DATE: 18th February 2021



AMTOI DIALOGUES

Series 1 - Session 7

TOPIC

“Business Beyond Borders”
with Mr. David Phillips,
Chief Executive - Freight Systems
Moderated by
AMTOI Vice President Mr. Xerrxes Master

DATE: 17th March 2021



AMTOI DIALOGUES

Series 1 - Session 8

TOPIC

“Reinventing your Business - Time and Again - To Survive & Thrive”
by Mr. Tushar Jani
Moderated by
AMTOI Vice President Mr. Xerrxes Master

DATE: 15th April 2021



AMTOI DIALOGUES

Series 1 - Session 9

TOPIC

“How to keep the family business thriving and relevant in the MNC era”
by The CKB Brothers
Moderated by
AMTOI Vice President Mr. Xerrxes Master

DATE: 24th June 2021



AMTOI DIALOGUES

Series 1 - Session 10

TOPIC

“Braving the Storms”
Fireside Chat with Mr. R. Gopal and
Mr. T. Venkataraman of Goodrich Maritime Pvt Ltd
Moderated by
AMTOI Vice President Mr. Xerrxes Master

DATE: 19th August 2021

DECADE OF DISRUPTIVE TECHNOLOGIES... 2021-30

AUTONOMOUS
DRIVE
START



Umesh Dashrathi
Sr. Vice President – Maharashtra
Chamber of Commerce,
Industry & Agriculture (MACCIA)

On 1st Jan 2021, we entered third decade of twenty first century. First two decades witnessed many great things on national and international level. We had seen the transformation from postcard to email, operator-controlled telephones to every one holding high end smart phones, valve operated radios to ultra-sleek LED television sets and many more. However, the last decade ended with a devastating year. 2020 was a learning and unlearning year. We learnt that in coming time “new normal” will be the normal and also understood that we need to unlearn many routines and taken for granted acts. There were no maids in the billionaire’s house and all shofars on Merc and BMW disappeared. Suddenly the roads were empty in day time and everyone wanted fresh air early morning. Supposedly “never dying” hospitality industry collapsed and many dead hospitals revived. Many more miracles are witnessed. Though this was the case only in last year, the decade was also

pioneering much more technology miracles and this is not the end of the road. Gen-next will be witnessing next level which will be more astounding.

By now, all of us know about autonomous cars. Days are not far away where the driverless car will pick, drive and drop you to destination. But more interesting point is about energy storage. Today’s problem is high space needed for energy storage. Every car manufacturer is struggling to build smaller batteries. Li-ion batteries may not be a long-term solution. Here is a ray of hope with “Ultra Capacitor” which can store the energy in multiples for the same volume compared to Li-ion. It will be a game changer. May be the mobile will need charging only once a year. May be vehicles will travel 10000 Km in one charge. May be the TVs will not need external electricity for lifetime. As every IC engine will be replaced by Ultra-capacitor, the weight of laden vehicle will be very low. For want of higher inertia, all light weighting

exercises will be replaced by heavy-weighting exercise.

The highly buzzed autonomous car has an immediate threat of “Drones”. Dubai is witnessing the passenger tours by Drones. With time flying, the skies will be full of passenger / goods carrying Drones and there will be traffic jams in the sky. The roads will be empty and all “infrastructure” will be a waste. Main entrance doors will be on rooftop and lower floors / ground floors will be pollution free. Though this is appearing a fantasy, the real time is not far off.

“Internet of Things” alias IoT is another disruptive technology coming up with lightning speed. IoT can connect different things via internet. The shopfloor machines can be started, operated and monitored by our mobile, sitting at home or any other place. With an astonishing YoY growth of more than 100%, and MEMS (Micro-Electro-Mechanical Sensor) price reduction



above 90%, IoT has a global potential to connect 1 trillion things via internet, only in manufacturing, pharma and mining industry. This will impact economies worth 36 trillion\$ across the globe. With IoT in place, man less factories will be no wonder. With all machines connected via internet, “Work from Home” will not be a monopoly of IT or Service Industry but Manufacturing / Shop floor blue collar employees also will be enjoying WFH. Manufacturing will be simpler than ever before.

While mentioning the simplicity of manufacturing due to IoT, there is still mammoth disruption round the corner! 3D Printing is the name of the game. 3D Printing is a technology which can produce any complete assembly in one go, with given specs and material. Input data required for the machine is only a complete 3D drawing in specified extension format. 3D Printing already proven its merit on rapid manufacturing in metallic and non-metallic substances.

The accuracy levels are in microns and the assemblies are flawless. The speed of manufacturing is amazing and cost of production are decreasing day by day. It will not be a wonder if this decade will witness the collapse of conventional manufacturing with different specialized machines like lathe, milling, drilling, forming, blanking, welding etc. etc. There will be only a single 3D Printing machine manufacturing different items. Not only this, it has an ability to eradicate mass production and can make customized goods in every single operation cycle. The concept of “Brand” like Merc may go away and a fully customized car of individual choice will be decorating the porch.

While endorsing the commotions in different engineering sectors, biology sector disruptions are no different. The Genomics is reaching it’s peak. Scientists succeeded to develop a typical human cell in laboratory. With a world-wide win on polio, now, cancer cells, cardiovascular disease and type 2 diabetes are targeted.

Made to order Livers and Hearts will be produced in laboratory, for transplanted. Needless to mention, various human organs will be “custom made”. Stretching the imagination, a little further, the organs will be available off the shelf!!

With present pace in genomics, and success in producing “human cell” in laboratory, are we heading towards a world where child will not be born but it will be “made to order”? Before conceiving the child, the genes will be loaded with desired quality. The fate of the baby will be pre-determined. Not only the sex, but the complexion, colour of the eyes, shape of the nose will be as preapproved. The question is, with so much of progress and highly intellectual but completely predictable human race, whether the life on the earth will be interesting? Who knows! But for sure, in this decade, we are in the doorstep of completely different world.

QUESTIONS FOR AMTOI NEWS



Luc Arnouts

Vice President International Relations,
Antwerp Port Authority

1. The global community is witnessing an unprecedented digital revolution with technologies like Blockchain, Machine Learning, Artificial Intelligence and Big Data taking the lead. Going forward in this decade which of the technologies will emerge and dominate shipping & logistics? How do you envision this influence your business?

The ports industry is facing a range of emerging challenges including growing freight traffic, increasing pressure to address environmental concerns, operational challenges and last but not least, the ongoing pandemic-induced disruption. To overcome these challenges, port operators are increasingly turning to technology. Technological revolution has already accelerated to another level. For example, Blockchain Technology is adding efficiency to processes and integrating the supply chain from start to end. The system based on blockchain technology will make it easy to transfer data and track

cargo in real-time till it reaches the destination.

In 2017, the Port of Antwerp announced a pilot project for more efficient and secure container handling leveraging blockchain technology in collaboration with NxtPort. The data utility platform being developed will collect and pool data from various stages in the supply chain of the Port of Antwerp. Creation in 2017 of NxtPort – data sharing platform with a clear mission to making global supply chains transparent.

- Data sharing
- Data governance: tackle the big elephant in the room
- Leverage the data platform and the data building blocks to create applications that streamline key logistics processes
 - Customs clearance
 - Flow of import containers
 - Liquid bulk

- Break bulk
- Roro
- Export

• Benefits are across the board: at micro (company) / meso (cargo group) and macro level

• Gradual evolution to a systems approach – a holistic approach in optimizing pockets of capacity.

2. How will hardware and devices garner greater interest and will greatly influence our lives - Robotics, Internet of Things, Drones and Autonomous Vehicles?

These technologies will massively change the conventional approach to doing business. For the Port of Antwerp, we are intensively using IoT for example that will find application in various processes. The Port of Antwerp, with its troves of data from multiple port systems, was interested in learning how augmented reality could impact their port operations. That's why they set out to

design Antwerp Port Information & Control Assistant (APICA), a digital twin in the form of an augmented layer on top of a picture that gives users complete situational awareness of port movements. It can optimize following:

- Cargo movements
- Geographic information systems
- 7 digital connected locks
- Drone flight trajectories
- Waterways (over 500 cameras for supervising)
- And can detect illegal barges, sending automatic alerts when necessary.

3. Considering the evolving technologies, which are the skill sets that our industry requires to deal with the change? How organisations have to adapt?

4. Where do you think BOTs will take over some human roles, like meetings, monitoring, and customer care?

Robots or Drones are the future and already taking over major operations. To give an example of the Port of Antwerp, the drone, covering the Port's 120km² of land, is part of an ambition to support its 'Port of the Future' platform, which aims to roll out new innovations in the port environment. An operational network of autonomous drones will be deployed in 2022. Pioneering since 2018 with a wide range of solutions using drones, it's the first port in the world which has a UTM (unmanned traffic management) system implemented to ensure efficient and safe use of drones by the various stakeholders in the port. The drone will test out a variety of use cases, including infrastructure inspection, surveillance and monitoring, incident management, berth management, and oil spill or drift waste detection.

5. Industrial revolution (IR) 1.0 replaced human and animal power with automation and mass production. IR 4.0 will replace human brain. Which are the industries/operations that will see a paradigm shift with IR 4.0?

With IR 4.0, technology will find an intervention in many operations which today are more human intensive. It will also aid decision making. In the Port context, some operations where we are already seeing a paradigm shift are

- Machine learning to get insights out of data towards prediction and prescription.
- Machine learning towards smart cameras (oil spills, train composition)
- Echodrone is the prototype of an autonomous depth-sounding craft and has been developed to carry out depth measurements in those hard-to-reach areas in the port zone. The Echodrone operates in addition to the Echo, the manned depth-sounding boat.
- Sensors for air quality, tracking of safety buoys.
- Remote controlled barges
- Make the Pipelines network smarter (context of open access backbones for heat, CO₂ and Hydrogen)

• Researchers at the University of Antwerp (UAntwerpen) in Belgium and the Port of Antwerp have developed a 3D sonar sensor for autonomous shipping. The new technology was successfully tested in late December 2020. Tuimelaar, one of the Port of Antwerp's test ships, was used for the purpose of conducting the test. The 3D sonar sensor has been developed as part of the embedded Real Time Imaging Sonar (eRTIS) project. Designed to help improve awareness of a vessel's surroundings, the 3D sonar sensor is equipped with 32 sophisticated waterproof microphones.

6. Will IR 4.0 and emerging technologies render the traditional education system obsolete? Is the time ripe to develop new education system and reskilling?

A two-year study undertaken by the World Maritime University and funded by the International Transport Workers' Federation (ITF) has concluded that new technology will cut global demand for seafarers by around 22% between now

and 2040. Entitled Transport 2040: Automation Technology Employment - the Future of Work, the report analyses trends and developments in shipping, road, rail and aviation, with an emphasis on the implications for jobs and employment for transport workers. Researchers concluded that the introduction of automation in global transport will be evolutionary, rather than revolutionary and that 'despite high levels of automation, qualified human resources with the right skillsets will still be needed in the foreseeable future. The research which was unveiled in a conference at the International Maritime Organisation recommends that unions, owners and maritime authorities do much more to collaborate on the development of new training programmes and new skill sets. Hence it is the right time to undertake upskilling initiatives to align with the future.

APEC, Antwerp Port's training institute is already delivering next generation training programmes to equip workforce with tomorrow's reality. It will be a good approach for AMTOI to explore collaborative training partnerships with APEC on this front for broader benefit to AMTOI members.

7. Business models across sectors were earlier bottom line driven, but they are now changing to achieve market dominance. How will this change in business mind set revolutionise the competitive landscape?

8. How do you see the business models evolve further - from bottom line driven to top-line driven to market share driven to valuation driven? What will be the futuristic financial models?

9. Virtual currencies such as crypto currency are gaining acceptance. Will it bring a paradigm shift into our financial systems such as negotiable instruments?

10. As Blockchain technology offers end-to-end visibility and security in the documentation process, it is expected to make certain professions like audit obsolete in the near future. Your comments?

FEATURE - 8 (Contd.)

11. Work from home has become the new normal and employees especially in the IT sector are now rebelling the idea of returning to office. How do you see the concept of work from home transform the operational landscape of businesses?

The Port of Antwerp's core words to manage the uncertainty in the VUCA world are Agility, Resilience and Network & cooperation. The pandemic gave us the opportunity to explore remote working and test our digital capabilities. And we triumphed! We were immediately able to get the office staff work from home without time lag and maintain the Port 100% operational by effectively utilising digitalisation, automation and robotisation. Our staff continued virtual interactions with customers, and we delivered our outreach activities via full online or semi online events. Going forward, we embrace working efficiently but effectively. Since we are an agile organisation, we encourage this new way of remote working which will certainly challenge & transform the traditional operational landscape of businesses.

12. Another significant trend is consolidation of businesses and industries with models for global domination across multiple segments simultaneously. How should the businesses prepare to face these threats?

We look at consolidation as an opportunity not a threat. And we have set an example towards this. You may be aware that the Port of Antwerp and Port of Zeebrugge are in the process of merging. The shared position of the ports of Antwerp and Zeebrugge within the global supply chain will receive a significant boost as a result. The merged port will become the most important container port (157 million tonnes/year), one of the largest break bulk ports and the largest port for the transshipment of vehicles in Europe. Furthermore, the port will account for more than 15% of Europe's liquid natural gas transited and it will of course remain Europe's most important chemical hub. Finally, it will be

the largest port for cruise ships in the Benelux. With a total transit capacity of 278 million tonnes per year, the unified port will be able to consolidate its leading position in the world.

Unifying a port is more than a story of tonnes and volumes. The ambition is to become the world's first port that reconciles economy, people and climate. The unification project is all about creating added value for the surrounding areas of Antwerp and Zeebrugge, for customers and stakeholders, as well as for the rest of Flanders. As part of a joint plan, the two ports have defined three strategic priorities – sustainable growth, resilience and leadership in the energy and digital transition.

Our philosophy about consolidation is, together we can do more! For example, Port of Antwerp-Bruges will combine the best of both worlds and will focus on the strengths of each site. The ports of Antwerp and Zeebrugge are largely complementary. For example, Antwerp specialises in the handling and storage of containers, break bulk and chemical products, while Zeebrugge is a major port for RoRo traffic, container handling and the transshipment of liquid natural gas. Working more closely together will make it possible to consolidate sustainable growth, not only of each port's individual market share, but also of the joint market share of both ports together. In order to maximise the added value of a unified port, Port of Antwerp-Bruges will seek to develop and make optimum use of the interconnectivity between the two ports. The transportation of goods by rail between the two sites will be bundled, estuary traffic (by inland vessels on the North Sea) will be optimised and pipeline connections will also be on the list of priorities. Committed strategic investments, such as the new sea lock in Zeebrugge and the additional container capacity in Antwerp, will go ahead. Future investments will be evaluated from a unified operational perspective, so that both port platforms will benefit, and

the port continues to meet its customers' expectations.

13. The turn of this decade has seen rise in Oligarchy. How will it impact business and governance?

The main question to be asked here is what businesses can do in this scenario of Oligarchy? And I can quote the example of our Port. We are aware of China's dominance today. Port of Antwerp wants to become a part of that growth story but by the way of facilitating global trade and contributing to the idea of global value chains. Our business decisions are driven by these ideas. Towards this, on 7 July 2021, the Ports of Antwerp and Liege signed an agreement aiming to boost multimodal inland connections between them. Rail freight has a prominent role in their plans to enhance connectivity and better cargo distribution. The ports' rail connections would not restrict only within Belgium. Specifically, plans include an extension of the rail link between China and Liege to Antwerp. Liege is an important hub for the Benelux region and its connection to the New Silk Road. It connects with various Chinese cities like Zhengzhou and Chengdu. In fact, China-Liege connections are quite frequent, with departures from the latest destination taking place daily. If the train connection extends to Antwerp, then a new Silk Road hub will emerge, providing more opportunities for cargo distribution also by maritime shipping. In this way, Port of Antwerp is looking at staying aligned and being a part of the growth story of major protagonists while always seeking opportunities to benefit international traders, shipping and the logistics industry.

14. Our personal, social and professional lives are totally dependent on the Internet. The internet bandwidths are continuously increasing beyond 5G and 6G. Over the years how do you see the digital highways and connectivity evolve?

It will evolve tremendously. The Port is already using Private 5G which is already

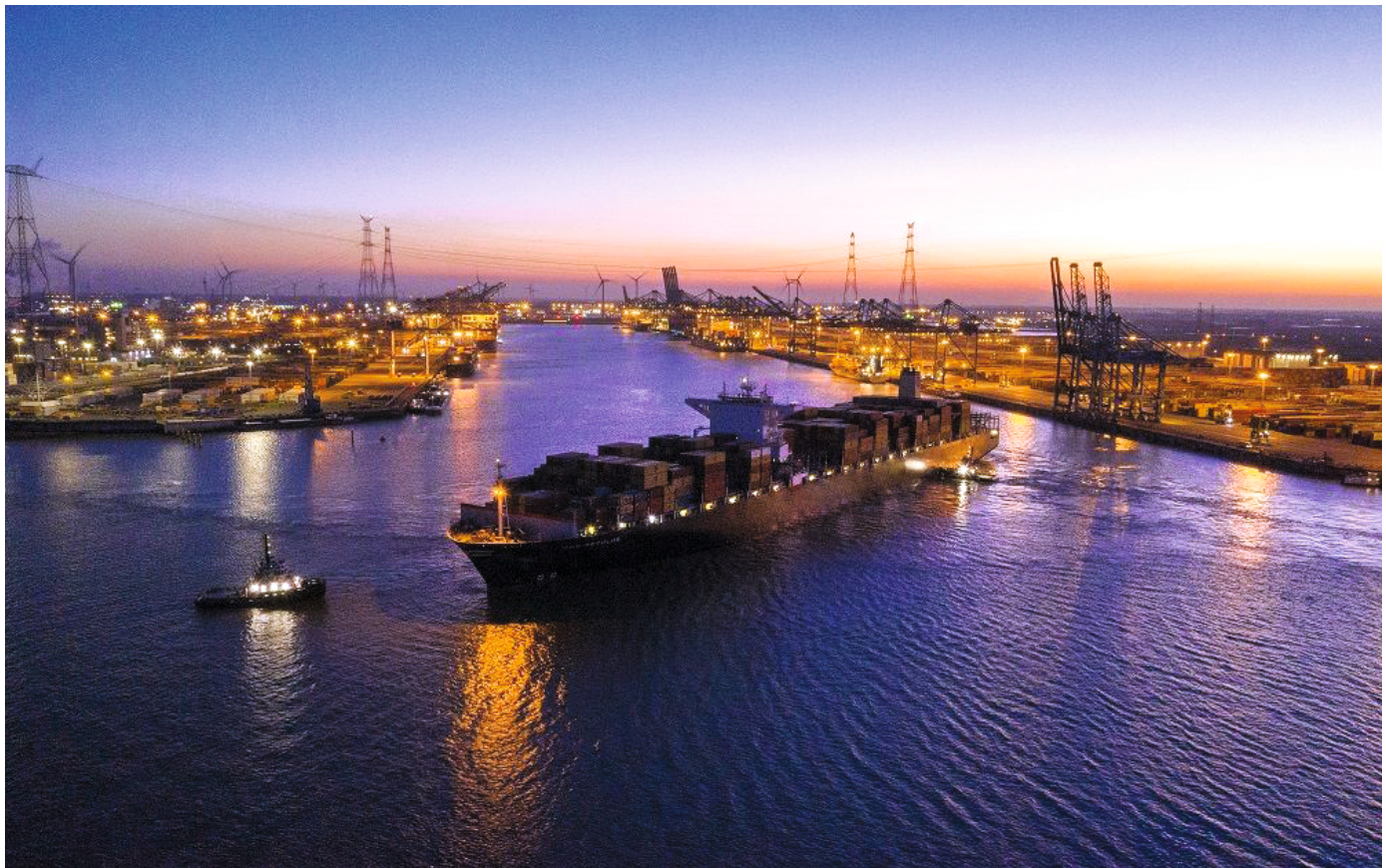
becoming an enabler in the journey to transform it to become the Port of the future. On the back of major disruptions like the global pandemic and the Suez Canal Ever Given blockage, the shipping industry needs more innovative solutions to traditional supply chain problems. 5G's ability to turn ports into smart ports built on visibility and predictability can drive the maritime sector forward with new use cases. Orange is working with the Port of Antwerp on a 5G private network project that uses 5G NR (New Radio), also known as Standalone 5G. The network supports virtualization via software-defined networking (SDN) to enable separate network slices. This allows different parties to use the network securely with their own dedicated bandwidth and latency requirements. The 5G network has already enabled use cases, including connected tugboats. Usually, when tugboats are moving a vessel around a port, they have little to no visibility of what each other is doing. The Port of Antwerp's 5G network lets tugboats send data between themselves,

reliably, in real time. It also powers pan-tilt-zoom (PTZ) cameras attached to tugboats that send images to the port control room. The Port has also partnered with Optiport, which has developed a tool to improve the planning of towage tasks, and Cognauship, which will work on the consumption of the port's current tugs. In February 2021, the Port of Antwerp installed Bollard Monitor, a digital sensor developed by technology company Zensor, to enhance safety at the quay walls.

15. Following the US-China trade war and impact of the pandemic, businesses are opting for near sourcing which will replace the traditional longer supply chains. Your comments?

Certainly, this will happen, and we too are receiving this feedback from our customers. One interesting idea we are focusing on due to this scenario is showcasing to customers the concept of an "India hub at the Port of Antwerp". This has generated strong interest amongst Indian companies, especially

shippers and logistics service providers. The idea of a hub is like a centralised stocking and distribution point for Indian products destined for the European market. As a consolidation point for small exporters to stock at low costs and providing the facility of being a "European Showroom" for Indian products, such an idea will enhance the visibility of "Brand India" in Europe. Recent global trade disruptions like the Covid19 pandemic and Suez Canal blockage have triggered the case of warehousing close to customer markets, to maintain supply commitments. Such a hub will enable Indian SMEs develop further in roads into the European market in a more sustainable way, boost trade between India & Europe and add an impetus to further industrialization.



LIQUID LOGISTICS COUNCIL – REPORT



Haresh Lalwani
Convenor – Liquid Logistics Council

haresh@sunlogistics.co.in

I am very grateful to have had the opportunity to serve as the convenor of the Liquid Logistics Council of the Association of Multimodal Operators of India. I have to start by thanking one and all including the Board of Members, staff, Managing Committee, the extended board and the members who have selflessly contributed at all levels. Within the LLC Council, I am proud of the proactive and thoughtful way in which the MC of the council has participated in its governance and topics of importance.

This term has been full of rapid and challenging changes in the liquid logistics industry and the Multimodal industry.

I am pleased to list the activities of the LLC below.

1. Initiated the requirement of a webinar platform and conducted the webinar on Iso Tanks- Shippers & Consignee. The MC observed that the Paid webinar/ Knowledge Session conducted by Mr. Haresh Lalwani on “ISO Tank Container – Shippers & Consignees – Responsibilities / Functions/Loading &

discharging Process for Tank Containers (General Perils)” was very well appreciated by the invited guests as well as the members of the LLC. The session saw a record attendance of 116+ paid participants. The Secretariat managed to collect money from all the registered candidates. The total number of registrations were 130 and the total collection was INR 1,53,400/- (inclusive of 18% GST).

2. On 29th May 2021 at 11.00 am the LLC held a knowledge session covering the topics - Difference between Dangerous Cargo & Hazardous Cargo and Misdeclaration of Cargo conducted by Mr. Haresh Lalwani. The knowledge session had an emphatic response and 223 people. LLC conducted this program during peak COVID 19 Pandemic and donated INR 100000 to the Red Cross Society from the proceeds of the webinar.

3. New Topics to hold webinars

i. Working on Heights & Enclosed areas (tank containers)

- ii. Flexibags
- iii. Drums & IBC's
- iv. Telematics
- v. BIC Codes & Check digit

4. Know Your Member

This is a new initiative that was planned by the MC, to give an opportunity to LLC members to interact one on one with the LLC MC. This would help the LLC MC know our members better as well as get an opportunity for LLC members to ask some questions that they would normally not raise in open forums.

While the pandemic continues, I feel sure that AMTOI LLC will continue to find ways to support our industry needs and provide an opportunity to reflect on ways in which we can hold ourselves and each other generously accountable for equity and inclusion in our work.

There is no doubt that it was a year of changes and challenges, but also a year that I hope heralds the much needed transformation. Thank you for giving me this opportunity to serve.



ACTIVITIES OF WESTERN REGIONAL CHAPTER FOR PAST YEAR

Prashant N Popat
Convenor – Western Regional Chapter
AMTOI

prashant@veljidosabhai.com

- Webinar on Claims related to Cargo, Error & Omission faced by its members" was organised in the month of July 2020 which was conducted by Mr. Jagannathan Muthu from Singapore which was attended by 172 members
- Webinar on Carbon Emission was organised by Ms. Bhairavi Jani which was presented by CEEW in the month of May 2021
- Session on Implications of GST on our Industry was organised by Mr. Sunil Gabhwala and was attended by more than 150 members.
- Mr. Animesh of PDP had organised a session on Orientation for Projects and Break bulk cargo which was attended by 178 members.
- With the assistance of GRF we manage to help our members to resolve their issues with various shipping lines.
- Few members had brought to the notice of the Chapter about some shippers who were not paying the dues and the same was informed to all the AMTOI members to be careful before dealing with such shippers.
- A session on SCMTR was also conducted twice in the last one year for the benefit of Members.
- A paid session was organised on Bills of Ladings and Implications of Switch BL which was attended by 198 members.
- The above were a few highlights of WRC other than that there were several initiatives taken up and the same are being followed up as they happen to be a continuous process.



NVOCC COUNCIL (BOX OPERATORS' FORUM) 2021-22



Biju Sivakumar

Co-Convenor- AMTOI
NVOCC Council

biju@navio-shipping.com

The Managing Committee of the NVOCC Council have been meeting every first Tuesday of the Month.

Accordingly, a meeting of the Council has been held on 2nd Nov'21 through Video Conference to discuss and decide on the following points :-

1. To finalise the core committee and sub committee for the year 21-22.
2. To propose an annual plan for the year 21-22
3. Proposal to protect the interest of Indian NVOCC operators
4. Maharashtra Aid – Movement of tents from Singapore to Nhava sheva
5. Update on DG shipping meeting to be held on 01 Nov 2021.

The core committee has been formed that consists of the following 12 members along with a Managing Committee member from Amtoi as a Co-ordinator.

T Venkataraman	Goodrich Maritime	Convenor
Biju Sivakumar	Navio Shipping	Co-Convenor
Thomas Varghese	Toms Shipping	
Glen Fernandes	Perma	
Dhiren Parmar	Novel Lines	
Kailash Parekh	Parekh Group	
Shambhu Singh	TGLS (Transworld Global Log Solution)	
Sriram Swaminathan	Goodrich Maritime	
Satyanarayan Rao	Maxicon Shipping	
Capt Rath	Econ	
Nishant Bhide	Taurus Lines	
Sumi Sahi	Sitara Shipping	
George Abrao	Triton Logistics	AMTOI MC Co-Ordinator



Along with the above mentioned core committee, the forum has also formed 5 Sub Committees as follows :-

- 01) Port & Customs
 - Thomas Varghese
 - Glen Fernandes
- 02) Finance & Taxation
 - Sriram Swaminathan
 - Satyanarayan Rao
- 03) Information Technology
 - Capt Rath
 - Nishant Bhide
- 04) Network and Membership
 - Dhiren Parmar
 - Kailash Parekh
 - Shambhu Singh
- 05) Training & Learning
 - Sumi Sahi
 - Biju Sivakumar

The council has decided to ensure maximum optimization of AMTOI and to act as an ambassador of AMTOI.

The forum has also decided to enhance the membership in order to strengthen the visibility of the Forum for addressing the pain points and to work towards resolving it.

It has also been decided to participate in various trade body meetings.

An Annual plan for the term 21-22 has been proposed by the NVOCC forum to emphasize on the following objectives:-

- 01) Conduct 3 trade meetings bringing the nvocc / box operators closer to each other
- 02) Target double the membership from the current 35 to 70
- 03) Evacuation of Long Pending laden containers
- 04) Import DO without Security Deposit for AMTOI members
- 05) Implementation of SCMTR
- 06) Support members on GST related notices/ challenges
- 07) Overcome the challenges faced by nvo on lease/ purchase of containers
- 08) Recovery of Overdue Payments from Defaulters
- 09) SRO and provide AMTOI certification for the MTD clauses being issued for BL releases

NORTHERN REGIONAL CHAPTER REPORT



Priya Anil Thomas
Convenor Northern Regional Chapter
pat@thomasglobal.in

The second wave of the pandemic brought with it some new limitations in logistics management. Reduction in cargo capacity, Sky rocketing prices for containers and a major shift in the purchasing patterns of the customers brought with it many challenges for the logistics sector. It also increased the exposure of the logistics service provider in the market.

The monthly NRC meetings continued regularly and the team was able to guide many members on multiple aspects whenever approached. The meetings were also attended by various MC members like – Mr Ravi Gandhi, Mr Sailesh Bhatia, Mr RK Rubin, Mr Xerrxes Master, Ms Anjali Bhide, Mr Anand Sheth.

The team organised various knowledge sessions which were attended by members across the nation. The topics covered this time were –

- 1) Issues in delayed payments to MSME's as per MSME Act, 2006 by Mr V K Jain.
- 2) 15 CA/CB – Technical Changes as per new income tax website – Specific to logistics industry by CA Amita Bissa
- 3) eInvoicing by Mr Sunil Gabhawala
- 4) AEO registration by Mr Arun Kumar
- 5) General introduction to GRF by Mr Anand Sheth

With special efforts of our Past President Mr Anand Sheth, AMTOI was able to get approval from CSLA for waiver of container security deposit for NCR region. CSLA issued advisory to all its members and few liners have already implemented the new waiver process, others expected to follow through. The NVOCC council members also extended their support to NCR region for waiver of security deposit immediately. We thank President CSLA - Mr Deepak Tiwari, Convenor NVOCC Council - Mr T Venkatraman and Co-Convenor NVOCC Council - Mr Biju Sivakumar for all their support.



LIST OF WEBINARS CONDUCTED BY AMTOI

JANUARY

- 23/1/2021 - Webinar on Bills of Lading – Understanding the Liability clauses of Bill of lading and the Difference between the various rules - Hamburg, Rotterdam, Hague, Hague Visby - The speaker for the webinar was Mr. Hariesh Manaadiar.
- 27/1/2021 - A Discourse on Climate Change - Opportunities and Challenges in the Logistics Sector - Session organised by AMTOI where Dr. Prasad Modak was the Lead presenter, panel discussion moderated by Mr. David Phillips.

FEBRUARY

- 06/02/2021 - AMTOI Awareness Session - AMTOI conducted an Awareness Session on the topic "Is your data safe? Step By Step approach for Personal Data Protection". The speakers for the session will be Mr. Meheriar Patel and Mr. Clarence Xavier
- 26/02/2021 - Webinar on Organization Transformation by Mr. Adil Malia - Webinar organized on Organization Transformation conducted by Mr. Adil Malia

MARCH

- 06/03/2021 - Webinar on Issues in Delayed Payments to MSME, as per MSME Act, 2006 - AMTOI N conducted a Webinar on Issues in Delayed Payments to MSME, as per MSME Act, 2006. Speaker was Mr. Vinay Kumar Jain
- 27/3/2021 - Webinar on SCMTR - Webinar on SCMTR organised by AMTOI with Customs specifically with relation to ANC registration, role and process. Focussed approach towards Freight Forwarders (ANC) role under SCMTR which is w.e.f. 1st April, 2021. Mr. Ananth (Director Customs) and Mr. Kshitij Jain (DG Systems) conducted the session

MAY

- 08/05/2021 - Webinar on role of India's Logistics sector in bringing down Carbon Emissions - Speaker will be Ms. Himani Jain: Senior Programme Lead at Council on Energy, Environment & Water (CEEW) & Mr. Abinav Soman: Programme Associate at Council on Energy, Environment and Water (CEEW) Moderated by Ms. Bhairavi Jani
- 25/5/2021 - GST Impact on Logistics Industry - Webinar organised by AMTOI where the speaker will be Mr. Sunil Gabhawalla and session moderated by Mr. Nailesh Gandhi.
- 29/5/2021 - AMTOI LLC presents a Knowledge Session on 'Difference between Hazardous Chemicals & Dangerous Goods | MIS-Declaration of Dangerous Goods - Session to be conducted by Mr. Haresh Lalwani.

JUNE

- 18/6/2021 - AMTOI presents Orientation on ODC, Heavylift & Project Cargo - Event Speaker Mr. Animesh Kumar, Founder Director & CEO - PDP Shipping & Projects Ltd.

JULY

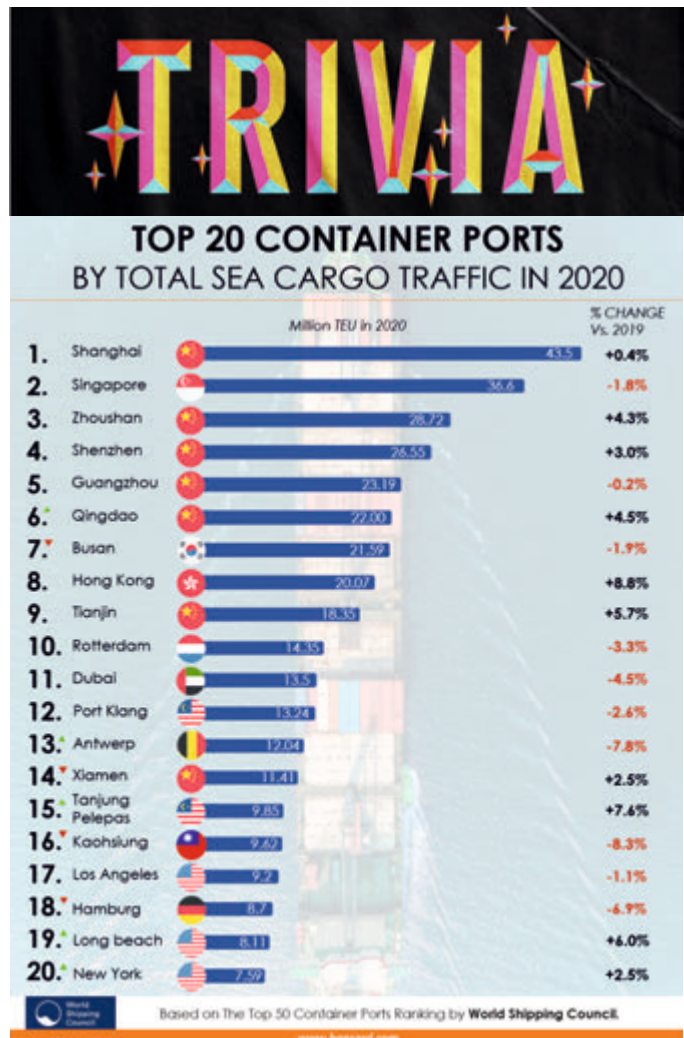
- 08/07/2021 - AMTOI Webinar on 15 CA/CB - AMTOI NRC organised Webinar on "15 CA/CB – Technical Changes as per new income tax website – Specific to Logistics Industry" Speaker - CA - Ms. Amita Bissa

AUGUST

- 10/08/2021 - Webinar on Bill of Lading, Switch Bill of Lading and other B/L related issues - Organised by AMTOI WRC team, speaker will be Mr. Jayaraman Krishnan - Partner S. Natesa Iyer Logistics LLP and Advocate Vishal Sheth - The Chambers of George A Rebello

SEPTEMBER

- 09/03/2021 - AMTOI presents Knowledge Session on eInvoicing system - Session speaker to be CA Mr. Sunil Gabhawalla



LIST OF EVENTS ATTENDED / PARTICIPATED BY AMTOI MC MEMBERS

JANUARY

- 04/1/2021 - Meeting of the Transport Packages and Packaging Codes Sectional Committee, TED 24. Bureau of Indian Standards - Ministry of Consumer Affairs, Food and Public Distribution had conducted this meeting and was attended by Hon Treasurer Mr. Arun Kumar and Mr. Haresh Lalwani
- 06/1/2021 - VC meeting to be conducted by Ministry of Ports, Shipping and Waterways (MoPSW) through Sagarmala Development Company Limited (SDCL) VC to be conducted by Ministry of Ports, Shipping and Waterways (MoPSW) through Sagarmala Development Company Limited (SDCL) on EOI for Development of Products Specific Warehousing Space at various Ports and alongside Inland Waterways in India. VC to be held under chairmanship of Managing Director SDCL
- 15/1/2021 - Meeting with DGS - Meeting invitation by DG Shipping to discuss on shortage of containers and higher container charges. Attended by Mr. George Abrao, Mr. Venkataraman and Hon Secretary
- 15/1/2021 - Workshop regarding IRIL.Net organised by Special Secretary Logistics – Mr. Bhadkamkar attended this consultation workshop organised by SSL, Ministry of Commerce along with other key members of Shipping Board
- 19/1/2021 - States Conference on Logistics - Transforming Logistics Sector - National Logistics Policy - Organised by Ernst & Young LLP on behalf of The Logistics Division of Department of Commerce. Inaugurated by Hon Minister Shri Piyush Goyal. Vice president, Hon Secretary, Hon Treasurer and Mr. Sailesh Bhatia's nominations sent. They will get meeting link directly from the organisers
- 20/1/2021 - Implementation of Reforms Undertaken for Doing Business Report - Multi-Stakeholder Consultations (Virtual) at JNPT - Meeting invitation by JNPT to discuss about the Ease of doing business EoDB initiatives. Mr. Rubin and Mr. Vasant Pathak to attend
- 22/1/2021 - India's Engagement with the World's Growth Centre - ASEAN and Oceania regions - FICCI had organized this wherein Smt. Riva Ganguly Das, Secretary (East), Ministry of External Affairs would meet up with Cos having operations in ASEAN and Oceania regions. Hon Treasurer to attend the meeting
- 25/1/2021 - Assocham Webinar on Pre-Budget Anticipation & Suggestions on National Logistics Policy: What Is The Logistics & Transport Sector Expecting This Year? - Chief Guest for the event is Shri Pawan Kumar Agarwal SSL. President Mr. Shantanu Bhadkamkar has been invited on to be the speaker for the event
- 29/1/2021 - 3rd Edition of Smart Railways Conclave organized by FICCI - Future of Rail Transport 3rd Edition of Smart Railways Conclave organized by FICCI. President

Shantanu Bhadkamkar has been invited to address the Business Session 4: Freight and Passenger movement

FEBRUARY

- 03/02/2021 - Webinar on augmentation of AEO scheme outreach program - Mumbai Customs Zone 1 has organized this Webinar
 - 04/02/2021 - FICCI Organized meeting with Special Secretary (Logistics) - Meeting with Industry Associations and Stakeholders to discuss the issues in professional development needs, skill development and training in the area of Logistics. The Agenda is to discuss and assess the work already done and planned by different Industry Associations & players towards continuous professional development and skilling in the Logistics ecosystem. To be attended by Haresh Lalwani, Priya Thomas and Devpal Menon
 - 08/02/2021 - Webinar on Eastern Waterway Grid for Regional Connectivity - ASSOCHAM at the behest of the Inland Waterway Authority of India (IWAI) is organising this webinar on Eastern Waterway Grid for Regional Connectivity
 - 11/02/2021 - Meeting with Chairman Mumbai Port Trust - Rajiv Jalota, Chairman MbPT held a meeting with key partners in the port & shipping industry to discuss on the upcoming event of Maritime India Summit on 2nd March 2021. He is nominated as a convenor for the session on "Investment Opportunities in Maharashtra". Mr. Bhadkamkar and Mrs. Anjali Bhide to attend the meeting
 - 12/02/2021 - Meeting with Special Secretary (Logistics) organised by IIFT, Delhi - Center for Trade Facilitation & Logistics (CTFL), IIFT Delhi has sought this meeting to 1) Understand their issues and identify the ways to improve the logistics performance 2) Assess the training need requirements for enhancement of knowledge/ latest developments on the selected and key issues faced by the MTOs
-

MARCH

- 03-01-2021 - Meeting for "Policy for National Grid of Terminals and Logistics Park" by Department of Logistics - Meeting called by Ms. Yamini Chandran from IIFT Consultant on behalf of Logistics Division Ministry of Commerce & Industry New Delhi. To discuss the process of drafting a policy for National Grid for Terminals and Logistics Parks. Mr. Xerrxes Master, Mr. Arun Kumar, George Abrao, Priya Thomas, Haresh Lalwani and Vasant Pathak attended.
- 02/3/2021 to 04/03/2021 - Maritime India Summit - Ministry of Ports, Shipping and Waterways is organizing Maritime India Summit 2021. President Shantanu Bhadkamkar is invited to be speaker for the Special Session 3

LIST OF EVENTS ATTENDED / PARTICIPATED BY AMTOI MC MEMBERS

: Investment Opportunities in Maharashtra on 2nd March 2021 from 14:00 Hrs to 15:30 Hrs for a panel discussion on “Port led Sustainable Development in Maharashtra – The Way Forward” and to share your perspective on “Cost of Doing Business”.

- 11/3/2021 to 12/3/2021 - 5th edition of Rail India Conference & Expo 2021 - Mr. Arun Kumar and Mr. Devpal Menon will be panellists on Day 2, 12-03-2021 @ 10:00 to 11:30 Hrs for the Session 5 on Mass Rapid Transit Systems: Developments and Multimodal Logistics
- 18/3/2021 - Meeting with Joint Secretary (Customs) - Representation against undue SCN being issued to members for not registering under SCMTR - Meeting attended by Mr. Bhadkamkar and Mr. Arun Kumar
- 22/3/2021 - Discussion on Logistics Excellence Awards - Meeting with Special Secretary Logistics organised by Deloitte for Discussion on Logistics Excellence Awards
- 24/3/2021 - Webinar on registration and returns under GST - The Directorate General of Taxpayer Services (DGTS), Delhi Zonal Unit and Kolkata Zonal Unit in association with Goods and Service Tax Network (GSTN) and Federation of Indian Chambers of Commerce and Industry (FICCI) is going to organize a PAN India Webinar on Registration and Returns under GST
- 26/3/2021 - Meeting of AMTOI MC with Directorate General of Shipping Shri Amitabh Kumar – MCM attended.

MAY

- 11/5/2021- Discussion on Shortage of Containers - A meeting on the shortage of containers was held under the chairmanship of Director General of Shipping & Adml. Secretary to the Govt. of India. Attended by Mr. Xerrxes Master and Mr. George Abrao
- 26/5/2021 - Covid Related Fight for Maharashtra - Logistics industry led initiative - Interactive session with Shri Rajesh Tope, Hon Minister for public Health and Family Welfare, Govt of Maharashtra. Attended by President Mr. Shantanu Bhadkamkar, Mr. George Abrao, Mr. T Venkataraman and Mr. Biju Sivakumar.

JUNE

- 18/6/2021 - Meeting with Services Export Promotion Council (SEPC) - Managing Committee members had a virtual meeting with SEPC officials Ms. Alpa Antani and Ms. Vishalakshi Bangera
- 30/6/2021 - Meeting with ASCENT to explore opportunities for collaboration - To be attended by Mr. Shantanu Bhadkamkar, Mr. Xerrxes Master, Mr. Arun Kumar, Mr. Nailesh Gandhi and Mr. George Abrao

JULY

- 01/07/2021 - Meeting with Honorable Commerce & Industry Minister Shri Piyush Goyal on “Enhancing Services Exports” - Invitation for this virtual meeting with Honorable Commerce and Industries Minister was extended to our President Mr. Shantanu Bhadkamkar on the recommendation of SEPC. He attended the meeting and represented AMTOI
- 09/07/2021 - Know more About ASCENT - ASCENT had organised a "Know more About ASCENT" session for giving an overview of what the ASCENT program is all about. They would like to associate with AMTOI for onboarding our members for their program
- 19/7/2021 - Virtual Launch of National Logistics Excellence Awards 2021 - Invitation received from Ministry of Commerce for the launch under the chairmanship of Shri Pawan Kumar Agarwal, Special Secretary Logistics. Mr. Sailesh Bhatia attended the meeting
- 20/07/2021 - Meeting with DG on Shortage of Containers - Meeting notice sent by Asst Director General of Shipping, Mahesh Yadav to discuss on Shortage of Containers. Attended by Hon. Secretary and Mr. Biju Sivakumar
- 23/7/2021 - Developing Ports for the Future: New India @75 - Conclave organised by FICCI where President Mr. Shantanu Bhadkamkar had been invited to address delegates at Business Session 2: Reducing Logistics costs in the Port Sector. This session will be from 14:30 to 15:30 Hrs
- 23/7/2021 - 9th AGM of ACFI - Ms. Priya Thomas nominated to attend the AGM on behalf of AMTOI
- 27/7/2021 - 14th All India Customs Consultative Group meeting - NRC team to attend
- 29/7/2021 & 30/7/2021 - Multimodal Logistics Transport Summit 2021 - 2 Day Event organized by Traicon Events. President Mr. Shantanu Bhadkamkar was speaker at the event on Day-1 at 09.20 to 09.40 Hrs on the topic Multimodal Transport in India - The potential of multimodal logistics and how it can transform, enhance supply chains and the logistics sector in the country

AUGUST

- 06/08/2021 - Hon'ble Prime Minister of India will held a virtual meeting of key stakeholders of Industry for the Department of Commerce ambitious target of achieving US\$400 Bn exports target - AMTOI was invited as one of the stakeholders for this meeting by Logistics Division and the same was attended by Mr. Bhadkamkar and Mr. Xerrxes Master
- 27/8/2021 - Developing Ports for the Future: New India @75 - Conclave organised by FICCI where President Mr. Shantanu Bhadkamkar has been invited to address delegates at

LIST OF EVENTS ATTENDED / PARTICIPATED BY AMTOI MC MEMBERS

Business Session 2: Reducing Logistics costs in the Port Sector. This session will be from 14:30 to 15:30 Hrs

- 31/8/2021 - First meeting of the Strategic Stakeholder's Board - Organised by Mr. Ravindra Gandhi with stakeholders from Nasscom and Insurance and Banking industry. Attended by President and Mr. Haresh

SEPTEMBER

- 02/9/2021 - Meeting invite from Assistant DGS - Meeting to be held for discussion on i) Challenges related to High Freight Rates & Shortage of Containers and suggested measures & ii) Measures taken by Shipping Lines to address High Freight Rates & Shortage of containers. Under Chairmanship of Secretary to the Govt. of India, Ministry of Ports, Shipping & Waterways, New Delhi. Attended by Hon. Secretary on behalf of AMTOI
- 09/9/2021 - Meeting on Export Logistics Issues - Notice for meeting on Exports Logistics Issues and their resolution received from Deputy Director Logistics, Dept of Commerce, MoCI
- 17/09/2021 - Meeting with DGS - Notice received from DGS office regarding a visit by DGS to the Reefer Container storage facility Crescent Cold Storage Pvt Ltd in Navi Mumbai followed by lunch. The visit is for exploring the probable solution of the problem of Shortage of Containers and request was sent to AMTOI to join. Attended by Biju Sivakumar
- 27/09/2021 - Meeting called by IFSCA for "Development of Avenues for Ship Financing and Leasing Activities in IFSC". - As a valued stakeholder in the shipping ecosystem, they requested AMTOI participation in the VC meeting. Mr. George Abrao to attend
- 27/09/2021 - Inauguration Ceremony of Ease of Logistics Portal by Hon'ble CIM, Govt of India - Inauguration Ceremony of Ease of Logistics Portal by Hon'ble CIM, Govt of India organised by FIEO. To be attended by Mr. Arun Kumar and Mr. Devpal Menon physically in New Delhi
- 28/09/2021 - TNASDC for Logistics - 3rd Board Meeting - President Mr. Shantanu Bhadkamkar to attend this AGM

OCTOBER

- 06/10/2021 - Meeting invite from Assistant DGS - Meeting called for discussing Shortage of Containers and increase in Freight rates under Chairmanship of Addl Director General of Shipping. Mr. Biju Sivakumar attended
- 07/10/2021 - Port Customers Meeting - Attended by Mr. R.K.Rubin
- 07/10/2021 - Meeting called by Deputy Commissioner and Member secretary of committee ICD, Tughlakabad (Import) - Meeting of working group called to examine

feasibility of working/functionality at ICD on all 7 days (24x7). Attended by Hon. Treasurer Devpal Menon, Ms. Priya Thomas and Mr. Amar Khurana

- 08/10/2021 - PTFC Meeting (ICD Tughlakabad) - PTFC meeting attended by Hon. Secretary Mr. Arun Kumar, Mr. Amar Khurana and Mr. Sandeep Harit
- 12/10/2021 - Webinar organized by FFFAI - FFFAI in association with Indian Ports Association organized a Webinar on National Logistics Portal (NLP). President Xerrxes Master was invited as one of the panelist
- 16/10/2021 - Meeting of stakeholders association for review of implementation of PCS 1x/NLP project - MD of IPA Mr. Arvind Chaudhary had requested for a meeting to be convened. Was attended by President Mr. Xerrxes Master and Mr. Sailesh Bhatia
- 21/10/2021 - Webinar on Gender mainstreaming at integrated Check posts in India - Webinar organised by LPAI (The Land Ports Authority of India). Ms. Sharmila Amin Convenor of the Women's Wing AMTOI participated in the same. The round table discussion was on impediments faced in trading through ICPs at Indo-Nepal, Indo-Bangladesh and Indo-Myanmar borders. AMTOI members were also sent the link for the event
- 21/10/2021 - Meeting with Additional Secretary Logistics Shri Amrit Lal Meena & Joint Secretary Shri Vikas Chaube - Introduction of AMTOI to new team in the Logistics division. Hon Secretary Mr. Arun Kumar and Hon Treasurer Mr. Devpal Menon attended
- 22/10/2021 - Seminar on Ports Digitization - The Consulate General of the Netherlands in Mumbai has organized a 'Seminar on Ports Digitization', on the occasion of the visit of His Netherlands' Majesty's Ship (HNLMS) Eversten in Mumbai, as a part of the UK Carrier Strike Group (UK CSG-21) followed by reception with The Ambassador of the Kingdom of the Netherlands HE Marten van den Berg and the Commanding Officer of HNLMS Evertsen Commander Rick Ongering, in presence of the Commander of the Royal Netherlands Navy Vice Admiral René Tas. President Mr. Xerrxes Master has been invited for the function.
- 25/10/2021 - CargoTalk Digital Conclave - CargoTalk organized Digital Conclave, "Multi-modal Logistics: Much needed today". President Mr. Xerrxes Master was invited as a panelist at the event
- 27/10/2021 - Release of Krishi Udan 2.0 - Invitation from Usha Padhee, Joint Secretary, Ministry of Civil Aviation to be part of the technical session. NRC Convenor Ms. Priya Thomas to attend



**FACE TO FACE
Global Advantage**



- FREIGHT FORWARDING**
- NVOCC**
- CUSTOM BROKING**
- TRANSPORTATION**
- WAREHOUSING**
- PROJECT LOGISTICS**
- EXHIBITION & EVENTS**

navio

www.navio-shipping.com



In the 24 years of its existence, Goodrich has grown in a formidable manner, to encompass within its scope, activities ranging from various spheres of shipping and logistics services.

Today, Goodrich has a very strong presence in overseas locations like UAE, Singapore, Indonesia, Malaysia, Thailand, Kazakhstan, Afghanistan, Sri Lanka, Ivory Coast, Saudi Arabia, USA etc., and a cumulative employee strength of over 900 people. It is recognized by the Indian trade as "The Most Versatile and The Fastest Growing Logistics Company in India."

With our Global Network and integrated service suite, we not only help you control your costs but also provide total customer satisfaction. We deliver a full range of services tailored to your individual business requirements from across all geographical regions and trade lanes.

Goodrich focuses on using its own equipment to ensure that your cargo stays in safe hands and reaches its destination on time every time.

SERVICES

- SHIPPING AGENCY
- NVOCC SERVICES
- TOTAL LOGISTICS
- CHEMICAL LOGISTICS
- GAS LOGISTICS
- BULK VESSEL OPERATING
- CHARTERING
- GLOBAL FREIGHT FORWARDING
- REEFER CARGO SERVICES
- CIS / AFGHANISTAN SERVICES
- HEAVY LIFT / PROJECT CARGO
- ODC / OOG CARGO SERVICES
- CHEMICAL STORAGE FACILITY
- WAREHOUSING



GOODRICH MARITIME PRIVATE LIMITED

SUITE # 214 – 218, 2ND FLOOR, SAI COMMERCIAL CENTRE, STATION ROAD, GOVANDI, MUMBAI - 400 088.

PH : 022 66469200 | E-MAIL : INFO@GOODRICHINDIA.COM | WWW.GOODRICH.CO