

AMTOI

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NEWS

Pillars of Gati-Shakti

COMPREHENSIVENESS

PRIORITIZATION

OPTIMIZATION

SYNCHRONIZATION

ANALYTICAL

DYNAMIC

Activities of every department visible to others

Cross sectoral interaction enabled

Activities of every department visible to others

Activities to be synchronized holistically

Plan to provide all data in one place

GIS platform for all government department

LOOK BEYOND THE OBVIOUS

TRUST | DEPENDABLE | CREDIBLE

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ASSOCIATION OF MULTIMODAL
TRANSPORT OPERATORS OF INDIA

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PM GATI SHAKTI – CONNECTING INDIA

PM GATI SHAKTI IS BASED
ON SIX PILLARS:

Comprehensiveness

Prioritization

Optimization

Synchronization

Analytical

Dynamic

My Dear Fellow Amtoi ians,

As India gets back on its feet post the pandemic we see a flurry of activities all across our industry to fast track our economy and to make up for lost time. AMTOI has been at the forefront of all these activities, liaising with various Govt. officials, representing our Industry interest in various forums and taking up member grievances on a real time basis. Speed is of the essence and AMTOI follows that dictum religiously!

For the very first time in the history of independent India the Government has taken note of the importance of logistics in our industry and the relevance of multi modal connectivity to ensure optimization of logistic costs.

This edition is dedicated to the vision of our Honorable Prime Minister who launched PM Gati Shakti – National Master Plan for Multi- Modal Connectivity. It is essentially a digital platform to bring 16 Ministries including Railways and Roadways together for integrated planning and coordinated

implementation of infrastructure connectivity projects. The multi-modal connectivity will provide integrated and seamless connectivity for movement of people, goods and services from one mode of transport to another. It will facilitate the last mile connectivity of infrastructure and also reduce travel time for people.

PM Gati Shakti will incorporate the infrastructure schemes of various Ministries and State Governments like Bharatmala, Sagarmala, inland waterways, dry/land ports, UDAN etc. Economic Zones like textile clusters, pharmaceutical clusters, defence corridors, fishing clusters, agri zones will be covered to improve connectivity & make Indian businesses more competitive. It will also leverage technology extensively including spatial planning tools with ISRO (Indian Space Research Organization) imagery developed by BiSAG- N (Bhaskaracharya National Institute for Space Applications and Geoinformatics).

Previously there was a lack of co-ordination between different departments resulting in roads being constructed, dug up again for work by another ministry thus leading to not only great inconvenience but a tremendous drain on the National exchequer. There has been a serious lack of coordination between the various agencies for the longest time thus resulting in cost over runs and inefficiencies. This will end now!!

PM Gati Shakti is based on six pillars:

1. **Comprehensiveness:** It will include all the existing and planned initiatives of various Ministries and Departments with one centralized portal. Each and every Department will now have visibility of each other's activities providing critical data while planning and execution of projects in a comprehensive manner.
2. **Prioritization:** Through this, different Departments will be able to prioritize their projects through cross – sectoral interactions.

3. **Optimization:** The National Master Plan will assist different ministries in planning for projects after identification of critical gaps. For the transportation of the goods from one place to another, the plan will help in selecting the most optimum route in terms of time and cost.

4. **Synchronization:** Individual Ministries and Departments often work in silos. There is lack of coordination in planning and implementation of the project resulting in delays. PM Gati Shakti will help in synchronizing the activities of each department, as well as of different layers of governance, in a holistic manner by ensuring coordination of work between them.

5. **Analytical :** The plan will provide the entire data at one place with GIS based spatial planning and analytical tools having 200 + layers, enabling better visibility to the executing agency.

6. **Dynamic:** All Ministries and Departments will now be able to

visualize, review and monitor the progress of cross-sectoral projects, through the GIS Platform, as the satellite imagery will give on-ground progress periodically and progress of the projects will be updated on a regular basis on the portal. It will help in identifying the vital interventions for enhancing and updating the master plan.

PM Gati Shakti is an evolving concept which is yet in its infancy stage where frankly even the government agencies are unaware on the next steps but this will be a game changer in time to come. It is a path breaking initiative which will revolutionize our industry and bring about economies of scale and efficiency in operations for our EXIM and local movement of goods.

On the other side of the globe the Russia-Ukraine war is causing great suffering and heartbreak for millions of ordinary citizens and has thrown the world supply chain into complete disarray. Recent projections estimated that the world economy will be a full percentage of GDP

growth lower than expected due to the war which is severely disrupting the food supply, energy and financial markets. Ukraine and the Russian Federation are amongst the world's biggest bread baskets.

The Russia-Ukraine war and the consequent supply chain disruptions have led to a sharp surge in prices of wheat and edible oil in India.

One can only hope and pray that good sense prevails and this senseless violence ends not only for trade to normalize again but also to end human suffering.

As the summer heat wanes and we move on to the monsoon season, let us hope that we are blessed with good rains and a bountiful crop to ensure that our Agri exports hit an all-time high.

Meanwhile I take this opportunity to wish your businesses all the very best in the new Resurgent India!!





Shantanu Bhadkamkar

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PM Gati Shakti presents a holistic approach to solve our infrastructure challenges. Our emphasis is on proper connectivity:

PM @narendramodi in the Lok Sabha



Twitter PMO India @PMOIndia

On India's 75th Independence Day, Prime Minister Narendra Modi announced that the Centre will launch 'PM Gati Shakti Master Plan', a Rs. 100 lakh-crore project

Twitter Gati Shakti @GatiShakti



When we grew up in Mumbai, and even when we travelled, the most common sign on the road used to be of civil repairs & civil projects. Many signages were so old that they were not legible and as a reaction, people often vandalised the Signage as below.

Signage	Vandalised by Sacasm
	

Chicagoans (residents of Chicago) say that they have two seasons, "Winter" & "Construction", as the road traffic alternates between snow and construction & repairs. And yet, US President John F Kennedy said famously, "American roads are not good because America is rich, but America is rich because American roads are good". It is an overused quotation, but it gave vision to many countries to follow the suit.

India holds the world record for fastest road construction. The country has touched a record of 37 km per day in 2020-21. A critical enabler in the economic success of

South Korea, Taiwan and China as major manufacturing nations is the development of top-class infrastructure comprising an approach of Industrial Clusters & multi-modal transport network. Most experts preclude at acknowledging that it significantly reduced the cost of logistics as they use some irrelevant benchmarks and less relevant standards. The more prominent contribution to boosting export competitiveness was building a robust logistics infrastructure that contributed to reliable logistics leading to responsive and resilient supply chains sans bottlenecks & rent-seeking.

Logistics infrastructure is a critical enabler of India's agenda for economic development and urbanization. Recognizing its pivotal role, the Indian government will have tripled annual spending on logistics infrastructure over the past seven years, from about \$10 billion in 2003 to \$30 billion in 2010. Despite this increase, the country's network of roads, rail, and waterways will be insufficient to accommodate a threefold increase in freight movement over the coming decade. And yet a large

part of the logistics network is heretofore to be built, the government has a big drive to add infrastructure optimally to meet the growing demand. And the initiatives are driven right from the top. For every rupee spent by the government in creating infrastructure, GDP gains worth rupees 2.5 - 3.5 accrue. In economics parlance, multiplier effects accrue to the economy through infrastructure spending.

Some 15 years back, the Bombay Chamber of Commerce and Industry had presented a White Paper to the then PM highlighting the virtues and advantages of Integrating all the Transport related Ministries into one Logistics Ministry.

The PM Gati Shakti - National Master Plan for Multi-modal Connectivity takes the concept of integration of transport-related ministries to the next level, but with a very different approach; it relies on cutting edge technology. PM GatiShakti will provide the public and business community information regarding the upcoming connectivity projects, other business hubs, industrial areas and surrounding environment. This will



enable the investors to plan their businesses at suitable locations leading to enhanced synergies & improve the global competitiveness of local products by cutting down the logistics costs and improving the supply chains, and also ensure proper linkages for local industry & consumers.



National Master Plan, PM GatiShakti Programme

A lot has been written already and even more has been said, hence I will cull out some highlights as we see as a LSP or MTO:

National Master Plan, PM GatiShakti Programme, a paradigm shift in decision making	
All existing & proposed economic zones mapped with the multimodal connectivity infrastructure	
Master Plan for 17 Economic & 5 Social Infrastructure Projects	
Integrated planning & coordinated implementation across 16 Central Ministries & all State Governments	
Challenges	Remedy
Overcome Silos	<ul style="list-style-type: none"> • Coordination across Ministries and State Governments • Monthly Review of Critical Infrastructure on Platform Pragati by PM
Delays	
Cost overrun	<ul style="list-style-type: none"> • Innate Transparency
Execution failure	<ul style="list-style-type: none"> • GIS-based Spatial Planning Tool, Satellite Imagery
Poor Maintenance	<ul style="list-style-type: none"> • Cross-Sectoral information
Lack of Coordination	<ul style="list-style-type: none"> • Instill stakeholders' Confidence

PRAGATI will enable monthly review of the progress. PRAGATI (Pro-Active Governance And Timely Implementation) is aimed at starting a culture of Pro-Active

Governance and Timely Implementation. It is also a robust system for bringing e-transparency and e-accountability with real-time presence and exchange among the key stakeholders. It is a multi-purpose and multi-modal platform that is aimed at addressing common man's grievances, and simultaneously monitoring and reviewing important programmes and projects of the Government of India as well as projects flagged by State Governments. The PRAGATI platform uniquely bundles three latest technologies: Digital data management, video-conferencing and geo-spatial technology. It also offers a unique combination in the direction of cooperative federalism since it brings on one stage the Secretaries of Government of India and the Chief Secretaries of the States. With this, the Prime Minister is able to discuss the issues with the concerned Central and State officials with full information and latest visuals of the ground level situation.

Unanticipated events - whether natural, such as volcanic eruptions, tsunamis, earthquakes; - or Epidemics, even a

pandemic; - or manmade, such as a civil commotion or an armed conflict in a region, disrupt supplies from a particular country. There can also be intentional halts to trade, which adversely impacts economic activity in the destination country. Operational risk and interruption can threaten multiple areas of the supply chain, and therefore a need for supply chain resilience. A resilient supply chain is defined by its capacity for resistance and recovery. That means having the capability to resist or even avoid the impact of a supply chain disruption – and the ability to quickly recover from a disruption. Resilient supply chains need resilient logistics, a multimodal transport solution, which offers options and alternatives.

The most heartening part for AMTOI is the recognition of multi-modal connectivity in PM Gati Shakti, and seamless multimodal transport will provide integrated and seamless connectivity for the movement of people, goods and services from one mode of transport to another. It will facilitate the last mile connectivity of infrastructure

and reduce travel time for people.

A successful execution of PM GatiShakti plan will lead to achieving institutionalised synchronous decision making to create a world-class seamless multimodal transport network for Transformation of India.

Time for phrases like 'Hota Hai-Chalta Hai' is now a matter of past. India is growing rapidly and the world has high expectations from us. We cannot let this opportunity go.

– PM Narendra Modi

FEATURE - 1



- Nearly 48% of the Vessels whether Container, Bulk, Tanker or any merchant Vessels in the world are under Greek ownership.
- Japanese ship owners/Operators maintain the highest insurance coverage to their cargo/vessel.
- Egon Oldendorff of Germany is the largest shipowners as well as Operators of the world with 700+ vessels Operating at any one time.
- As of Baltic Management Council, 62.58% cargo traffics are on Bulk & Breakbulk mode followed by 22.8% Container, 12.73% Liquified/Vaporized and 1.89% Others
- Rotterdam known to have been most efficient cargo handling port in the world with Zero complains by port users followed by Yokohama and Antwerp.
- Singapore Port Control deemed to be most efficient port control assisting vessels transiting, maneuvering or calling with an average record of 5.12 vessels every minute.
- Brisbane known to be most expensive Sea port as far as Liner and veseel disbursement is concerned.
- Mv Knock Nevis 4,59,000 Dwt is the largest Tanker followed by Mv Valemax 412,000 Dwt
- Largest Bulk Carrier and Mv HMM Algeciras 23,964 Teus is largest Container vessel.
- Brunei ports offer Zero port cost to any passenger cruise ships coming to Brunei, as a measure to encourage travellers, on behalf of Sultan of Brunei.
- 1 out of 12 vessels around West Africa are somehow faces Pirates.
- Grain is the Highest volume cargo in the world followed by Minerals and Coal.
- Antwerp is the first port to induct Refrigerated CFS in the world in 1966.
- Mitsui is the oldest Liner service Operator with Liner B/L (Since 1873) in the world, now existing as Mitsui OSK.

By Shantanu Bhadkamkar

Immediate Past President (AMTOI)

PM GATI SHAKTI – NATIONAL PLAN FOR MULTIMODAL CONNECTIVITY

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PM Gati Shakti is fundamentally a digital podium to bring Railways, Roadways, Highways and other industries together for consolidated planning and synchronized implementation for all the mega Infrastructure connectivity projects in India. All the Ministries will now have the visibility of each other's project through this portal.

The Gati-Shakti programme is structured to prioritize all-mega infrastructure and connectivity targets by 2024-2025. In the 2022-23 budgets, a huge Capex allocation of INR 1 Lakh Crore will be allocated to states to be used for PM's Gati Shakti initiative and other related productive capital investment.

Government of India is working towards taking a bold step in the direction of raising its global profile in the form of 'competitive index', setting apart a network of multi-modal transport system for commuters as well as logistics. The idea is to simplify time-taking application, approval processes and the multiplicity of regulatory norms through this scheme.

The expansion plan of the national highway network under Gati Shakti initiative by another 25,000 kms will engage more exporters and strengthen the connectivity for road transportation of export and import shipments. The development of 100 cargo terminals over the next 3 years will also improve India's competitiveness in faster movements by rail. In the era of Geo-Satellite imagery, Big Data, land and logistics plans can only be realized in an efficient manner on the ground via this initiative.

Overall, from the logistics industry point of view, the Gati Shakti plan with its seven engines i.e roads, railways, airports, ports, highways,

waterways and logistics infrastructure will help strengthen our local manufacturing, become a push factor for exports and will also raise possibilities of new futuristic economic zones as well, thereby making India a hub of world class logistics infrastructure.





PM GATI SHAKTI – NATIONAL PLAN FOR MULTIMODAL CONNECTIVITY

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1. PM Gati Shakti National Master Plan Aims to bring synergy between Infrastructure and Logistics across the length and breadth of India- your views.

Yes, it is a policy statement recognising the need to bring synergy in the existing logistics infrastructure and ensuring it upfront in future infrastructure projects as a critical component of the infrastructure creation itself. However, implementing and ensuring it in the existing infrastructure projects is left to be conducted as 'routine business' by the Infrastructure agencies and it is expected that they will come up with action plans in this regard. An Administrative mechanism is proposed for coordination and project approvals and it is the individual projects that will detail how synergy and seamless integration is secured.

2. The role of Gati Shakti plan to address logistical challenges and bring more transparency and visibility.

This component is the policy 'software', considering the infrastructure synergy push component to be the policy 'hardware'. In my view, the 'software'

push will provide immense gains and prepare the framework for exceptional gains of the 'hardware' synergy. Even with the present state of minimalist and rudimentary synergy in Logistics Infrastructure, the Logistics cost is high because of lack of transparency in the business. Therefore, improving business systems – which is the 'software part' is a pre-requisite for obtaining and sustaining efficiency gains of improved logistics infrastructure. Some easily doable business systems that come to mind off-hand are: single invoice acceptable over all modes and multi-modes; e-invoicing and e-document sharing amongst logistics players in the supply chain; container tracking and order placement; weigh bridge portal; terminal entry portal, etc. The 'software' push to start with, will have considerable efficiency gains to create interest for investment in the infrastructure 'hardware' and the resultant 'reinforcement effect' on both. I would therefore strongly advocate 'software' push to start with, build the buy-in of the Logistics players to the transparent business processes, which will itself create the demand for the 'hardware' synergy.

Going for Infrastructure Push, which is definitely 'visible' and therefore attractive in a democratic polity, without however achieving synergy in business processes, is unlikely to create, actualise or capture the gains of synergy. Logistics business, which is inherently multi-modal, requires business processes integration across modes in the first instance to realise the 'hardware' gains.

3. PM Gati Shakti and ease of doing business.

The policy is definitely inspired by the need to improve the 'Ease of doing business' based on a realisation that there is lack of transparency and substantial rent-seeking behaviour in the logistics businesses at the interfaces of modal transfer. The improvements in logistics systems through synergy, both 'hardware' and 'software', has the potential of improving accessibility of goods and services through significant reduction in logistics costs, in both national and international trade.

4. PM Gati Shakti – a game changer in accelerating India's multimodal connectivity and multimodal transport

systems. Your comments.

That's the objective of the policy and if achieved it will definitely represent a significant departure from the past.

5. 100 PM Gati Shakti cargo terminals in the next three years – whether this exceptional vision formulated by the Govt will boost exim competitiveness?

The requirement may be actually much more! This appears to be an illustrative figure to get things started. Maybe these will demonstrate the business models that can form the basis of the next set of terminals which will be many more. In my view, it is the core infrastructure such as land for ports, airports, railway terminals, truck terminals etc that needs to be with public investment, but the business infrastructure such as terminal development, warehousing etc needs to be through attracting private investments through lease hold tenures and limited period non-compete clause. The early enunciation of the policy for Public-Partnership Partnership (PPP) in Logistics Infrastructure creation and their operations, including appropriate regulatory mechanism for re-negotiation of PPP contracts

is particularly crucial in view of the long-term nature of the contracts, and would be particularly timely to give a fillip to the efficient and effective use of the core infrastructure creation.

In summary, the enunciation of the Gati Shakti policy is only the beginning - it is an enunciation of what needs to be done, which itself is an acknowledgment of what ails the system. The process of implementing the policy is multi-dimensional, multi-disciplinary besides being multi-modal both in 'software' and 'hardware' push. The process of implementation needs to be holistic and integrated. The manner in which these terms, 'holistic' and 'integration' are actualised in the 'software' and 'hardware' components will dictate the success of the policy. I would say that a 5-year implementation plan needs to be determined and the projects incubated within two years to be operational within a five year horizon. It is the success of the present policy, particularly on the 'software' side, that will determine the future direction. The focussed implementation of the 'software' part of the policy is in my view, likely to be the 'game changer'

for a massive take off on the 'hardware' side with substantial participation of private / foreign investment which is unlikely to be attractive enough for such investment, otherwise.

The PM Gati Shakti has definitely identified a potential area of substantive and substantial improvement in governance. This time the gains will be dictated by the enthusiasm and participation of the private sector in significant measure since Private Sector is a significant player in Logistics sector. Significant Changes in policies that are not incremental in nature, in the matter of attracting PPP for asset utilisation and service provision in Railways, Port and also Airport Sector which is substantially in the hands of the State is a sine-qua-non for the success of this policy. The Policy promises to do that, but the devil is in the details and we await the details of Rail, Port and Airport Authorities in the matter of facilitating holistic and integrated development of the concept multi-modality, the purpose being to facilitate 'door to door' transport of goods and services – the objective of Logistics itself!



PM GATI SHAKTI - NATIONAL PLAN FOR MULTIMODAL CONNECTIVITY

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The logistics industry has warmly welcomed the news on 13th October, 2021 when our respected Prime Minister Narendra Modi launched the INR 100 trillion 'Gati Shakti' National Master Plan for multi- modal connectivity. The plan talked about providing seamless connectivity of goods, including facilitating last mile connectivity to reduce turnaround times. I was very impressed by the announcement and have been going through the plan in details for a better understanding.

I understand that digitalization is at the core of the Indian Government's 'Gati Shakti' policy. This national master plan aims to bring together 16 Ministries under an integrated digital platform. I am really excited to see this initiative by the government, under the able leadership of Prime Minister Narendra Modi. We live in the Industry 4.0 era where automation and secure data exchange are at the forefront. An integrated digital platform will greatly help in reducing the logistics cost.

Although multimodal logistic parks are being envisaged by the Indian government to meet logistics demands and to reduce infrastructure bottlenecks, delays due to multiple departments working in silos have been an unavoidable reality in our country. With a comprehensive 'Gati Shakti' policy, various ministries and departments will now be able to monitor cross- sectoral projects through the digital platforms. This will also help in identifying critical gaps which can be resolved through inter-ministerial coordination. I am confident that a well- implemented 'Gati Shakti' policy will help enhance the nation's logistics efficiency. Gati Shakti initiative will boost several logistics

projects as well, such as, Bharatmala, Sagarmala, Inland Waterways, Dry Ports, Land ports, Udaan, etc.

I would like to highlight one key feature of 'Gati Shakti' which is the transparency of data that would be accessible to all ministries. In the logistics sector, we have always seen better infrastructure development in some parts of the country as compared to others due to various reasons. However, a uniform monitoring system will ensure that logistics imbalances are detected, and care is taken to ensure that there is uniform development throughout the country. The use of technology through collaboration with ISRO will also provide an added edge to this national master plan.

I have always advocated for the logistics sector to be treated as an infrastructure industry. Therefore, I am happy to see the amount of focus placed on infrastructure development to boost logistics efficiency. With over 60% of cargo being carried on the road network, the 'Gati Shakti' plan of achieving 200,000 km of national highways will be a huge boost in reducing turnaround times.

Recently, I had visited Assam where the India first's international multi-modal logistics park (MMLP) is under development in Joghghopa. The MMLP is being developed on 200 acres of land and will offer connectivity through rail, road and waterways to the entire North- East region. I am confident that eastern India will play a huge role in ensuring successful implementation of 'Gati Shakti.' There have been sincere attempts by Syama Prasad Mookerjee Port (Erstwhile Kolkata Port) under the able leadership of Chairman Shri Vinit Kumar to start regular barge movements between Kolkata Port and Pandu Port in Assam. I look forward to seeing this river route develop over time to further boost Joghghopa's multimodal efficiency.

We all agree that strong coordination will be required between the Central and State governments for smooth integration of the 'Gati Shakti' platform. I hope for fruitful discussions with all concerned authorities to ensure smoother and faster implementation of the plan across the nation. I am sure that the entire logistics fraternity is looking forward to the cutting down of compliance related procedures for setting up new projects. It

is expected that the time taken to set up an ICD will be reduced from around four years at present to less than two years after the 'Gati Shakti' national plan is approved. This would be possible mainly due to faster clearances from multiple authorities due to the presence of a single integrated platform.

I have also read that social infrastructure such as hospitals and universities will also be a part of 'Gati Shakti' in the later stages. Therefore, it is clear that the Indian government has a grand long-term vision for this initiative. 'Gati Shakti' will also help ministries gain better insights on the best practices which are being used in other departments, and this will lead to overall improvement in public sector efficiency.

I wish the Indian Government the best of luck for this ambitious project, and I hope all authorities work together for a robust implementation of 'Gati Shakti' throughout the nation. This will play a huge role in reducing our country's logistics sector and promote uniform infrastructure development in the country.



LOGISTICS - A CHALLENGE OR AN OPPORTUNITY?

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Logistics – A Challenge or An Opportunity?

Every Sunrise brings new Opportunities and Every Sunset demands results and accountability. We are accountable

Ofcourse same principle applies to every business as well. Like every Indian my dream is also to see India as a developed nation. Today even after 75 years of independence India is still a developing country. Red Tape in policy making and

a clear direction to harness this speed and power and take our nation towards developed India.

Logistics is a backbone of any economy and it is high time it gets the attention, importance and focus it truly deserves. Unfortunately India ranks way behind in Logistics Performance Index (LPI) at 42nd position whereas countries like Germany, Netherland, Sweden, Singapore are leading the same. Amongst the 6 parameters of LPI evaluation India is tremendously lagging behind on particularly two key parameters of **Infrastructure Quality** and **Timeliness**. Good Logistics can reduce trade cost (incl wastage) and help countries to compete globally. It is imperative that India

gets the logistics right by improving it's infrastructure, regulation and skills.

Gati Shakti cannot be a fight of Government alone. It is the responsibility



not only for our actions but also for our inactions. When leadership at the top of the nation takes ownership two things change drastically – its problem solving ability and decision making.

execution is the main culprit. Gati Shakti Plan is a masterstroke to set our nation on track of developed India. Gati Shakti as the name suggest is speed and power, our honorable Prime Minister has set

of all stake holders to aim in addressing **Societal Issues** and create **Societal Value**. Financial returns should be a byproduct and not the sole objective of business. Gati Shakti is aiming to create a digital platform promising the integrated planning and co-ordinated execution by 16 ministries in building holistic infrastructure. In my view the most important aspect is building culture of **Accountability** and **Leadership** at all levels. As an organization we have always believed that differentiator between **Mediocracy** and **Excellence** is ability of the organization to build leaders faster than the competition and importantly at strategic levels. Leadership is about taking responsibility. It means duty, honour and character. When values are clear decision making becomes a lot easier. **Time** is neutral and doesn't change things. With Courage and Initiatives leaders can be the **Catalyst** for change.

In the current business scenario going forward every logistics service provider needs **Ambidexterity** i.e. plan to achieve current strategic imperatives and plan

for the future. This requires business leaders to build internal strategies and architecture in such a way that organizations succeed today and create tomorrow. Let me please explain further by saying that business success is all about creating two different organizational structures – One is to **Exploit** the existing opportunity and the other is to **Explore** and be **Future Ready**. To be honest splitting current and future is easier said than done. Infact this applies to all across industries, and businesses will have to get today's job well done while figuring out the future before the competition.

In this world of Artificial Intelligence (AI), Machine Learning (ML), Robotic Process Automation (RPA) and Blockchain the technology driven economy demands businesses to transform their operations and become more agile and swift to adapt and respond to market shifts. Customers and even Vendors (as we have experience with major shipping lines) look to engage with providers that are not only offering standard set of services but are also more strategic "Go To" business partners.

With India marching towards GDP of USD 3 Trillion and being the 3rd largest global economy way forward will be to power your business expansion



to new geographic markets, boast its productivity and efficiency, enhance your value to create customers experience and make a moat around your strategic sweet spots to manage business and risks.

Covid also discovered a totally new dynamic in vendor management as the supply (carriers) structure became more **Oligopolistic** with continuous M&As. A very interesting and equally controversial topic indeed..... will discuss and debate on the same some other time.



GATI SHAKTI – A MUCH-NEEDED SHOT IN THE ARM FOR INDIA’S LOGISTICS SECTOR

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Gati Shakti – A much-needed shot in the arm for India’s logistics sector

Albert Einstein once said, “Only those who attempt the absurd can achieve the impossible.”

With Gati Shakti, India is looking at enhancing infrastructure and streamlining movement over a coastline of more than 7500 km, a road network of more than 5 million km and more than 67,000 km of railways. While it is certainly a bold ambition, we have faith that we will make it happen!

The Indian logistics sector, valued at USD 150 billion (Source: Logistics Skill Council) and contributing 14.4% to the GDP, is expected to touch USD 330 billion by 2025, growing at a CAGR of 8% (Source: Redseer). Nevertheless, for the industry to truly support India’s growth trajectory, there is work to be done in fixing its inherent challenges around efficiency and productivity. That’s why the Government of India’s Gati Shakti master plan is the need of the hour.

The smart, synchronized infrastructure solutions envisioned under Gati Shakti are likely to have a huge positive impact on India’s logistics sector. This does, however, call for coordinated action from every stakeholder. More often than not, even the most robust of policies fail to achieve their intended outcome owing to a lack of planning in implementation.

Not just at an organizational and sectoral level, but even from the perspective of government ministries, associations, and the nation at large, our focus must be on thought-through, harmonized action.

Unified planning backed by unified effort

Gati Shakti brings together 16 ministries on a single digital platform to synchronize development work. This will go a long way in addressing the issue of poor coordination between various government departments. While past efforts have tried to address issues such as the time-taking approval process and multiplicity of regulatory clearances, Gati

Shakti promises to be especially effective since it helps institutionalize holistic planning for stakeholders, for major infrastructure projects. By enabling smooth implementation for multimodal logistics, it will remove supply-chain bottlenecks, enabling businesses to grow much faster.

But the question we must ask ourselves is what stopped us from taking these steps in the past. Information and research have always been at hand. As have opportunities to take lessons from developed countries who have been addressing challenges similar to those we face. Even then, it is only now that we are taking just the first steps towards a holistic perspective and unified approach. So, it is critical that we identify hindrances that have held us back and specifically target to resolve them.

Whether it is public sector companies, private enterprises, Indian or global conglomerates, new-age technology-driven startups, or what have you; if the intent is to take this massive initiative of

Gati Shakti to success, it surely warrants a bit of soul-searching and determined goal-setting across the ecosystem.

Advantage of digitalization at the core

Perhaps, one of the biggest lessons from COVID-19 for the logistics sector was the criticality of enabling seamless information exchange among different stakeholders in the supply chain. At the same time, efforts by the Government to drive digitization in the sector through the introduction of initiatives such as FASTag, GPS-enabled toll collection, and e-invoicing are also spurring digital adoption. So, while investments in digital technologies have traditionally been low in the Indian logistics industry, we are seeing a perceptible change.

Gati Shakti is an opportunity to leapfrog several steps ahead. By placing all the existing and planned initiatives of various ministries and departments on one centralized portal, Gati Shakti will provide visibility and critical data for planning and execution. The availability of the complete data at one place with GIS-based spatial planning and analytical tools having 200+ layers will enable better visibility to the executing agency.

One important factor that needs to be taken into consideration while implementing Gati Shakti is that the Indian government is also among the key players in the logistics sector. I have always said and often repeat that the business needs predictability in policies, taxation and qualitative processes, for making investments and finding market access. India has a huge opportunity in job creation for our youth by facilitating manufacturing and various categories of services.

But the collaboration in terms of information access, competitive pricing, sensitive handling of any conflict of interest between public-private partnerships needs to be far more closer than it currently is. Only then can we accelerate the adoption of digital tools and portals and populate them with accurate data that can be further leveraged for informed decision-making.

A big win for Gati Shakti is that all

ministries and departments will be equipped to visualize, review, and monitor the progress of cross-sectoral projects, through the GIS platform. Additionally, satellite imagery will provide information on on-ground progress periodically, thereby allowing for vital interventions.

Consequently, the enhanced visibility, quicker clearances, and simpler compliance is very likely to help bring down the cost of logistics and help boost efficiency and drive competitiveness, internationally.

Logistics sector transformation

While on one hand, an upswing in the economy and increased consumption creates growth opportunities for businesses, a structured approach like Gati Shakti on the other, sets the stage for the logistics ecosystem to recalibrate, collaborate and align with constantly evolving business supply chains.

For integrated logistics services providers, offering customers real-time visibility, convenient track and trace, and flexible solutions tailored to specific needs has always been the key to success. This agile approach and similar levels of close cooperation now need to be extended to the entire logistics sector. The vast reach and presence of nationwide logistics players has got to combine strengths with nimble, technology-focused startups and independent service providers.

If we take it upon ourselves, it is achievable and possible. What we need to do is to propel ourselves from policy into action, because there is a whole lot to be done. We are aware that many developed nations have a common platform or card for travel via multiple modes of public transport. But this ease is something we still have not been able to offer on a mass scale in India. And in terms of our expectations from Gati Shakti, we want to deliver such convenience for exports and imports to and from the world over. It involves serious work and we really need to pull up our socks!

To quote an example from a different sector, back in 2011, we launched mobile number portability all over India. In 2022, we have reached a stage where it is a given and we don’t even talk about it. It could not have been possible without the Ministry of Communication and telecom service providers collectively working in the interest of end-users and customers.

With Gati Shakti, this is where we must aspire to reach. The aim must be that seamless movement of both, shipments and even people, between India and countries around the globe, becomes a norm. Together, we must ensure that every stakeholder plays its part like a cog in a well-oiled machine to keep business moving; swift, safe and frictionless.

Not only will this create a more seamless experience for businesses seeking logistics support, but also enable the secure data transfer at multiple levels, as envisioned by Gati Shakti.

Conclusion

While Gati Shakti is a step in the right direction, the Government must also address concerns around structural and macroeconomic stability and also address policy initiatives to accelerate the development of an integrated logistics ecosystem.

Still, the multimodal connectivity facilitated by Gati Shakti will greatly simplify the seamless movement of people and goods. In turn, it will bolster India’s strides to emerge as a globally-competitive business and trade powerhouse.



SUCCESS STORY - 1



Wishing you a Happy New Year and a super 2022.

In ref to the trail email, pls find the content and pictures for the same. Hope this is in order and in-line with the requirement.

No task too big when you've got the right expertise

Velji Dosabhai & Sons Pvt. Ltd (VDSPL) is a leading international freight forwarder and one of the oldest Custom House Agents in India. Established in 1925, with a strong global network, the core business of VDSPL is dealing with Sea and Air transportation. VDSPL has been delivering end-to-end logistics solutions for its clients for over 95 years.

Beyond the regular sea and air shipments that we regularly handle, our recent success story revolves around a particular shipment of Electric ARC Furnace from Mundra. Handling and transporting Over Dimensional Cargo (ODC) requires in-depth knowledge

and experience along with a passion for doing some challenging tasks.

This operation required meticulous planning to avoid unwanted operational challenges. While in most cases, ODC is shipped on a break bulk vessel and not on a regular container vessel. In this case, we enabled huge savings for our client by shipping an ODC on a regular container vessel. Our team was able to execute the entire process on a conventional container vessel which had 9 Pcs of Ladle Refining Furnace on 2x40' FR + 1x20' FR + 1 PC of Transformer break bulk all on the same vessel.

What was further unusual was that we first loaded the flat track on the vessel and then placed the ODC on board the vessel. Lashing and choking was done on the vessel too.

We were able to secure the ODC shipment and clear it safely and efficiently with our dedicated team of experts. And this is how we stand true to our motto, *'Where service is a way of life.'* Team

VDSPL takes this opportunity to thank the Customs Department and CFS Officials at all ports for their support and cooperation in handling such challenging shipments seamlessly.

Take care and Stay safe!

Hardik Vira
Velji Dosabhai & Sons Pvt. Ltd.

hardik@veljidosabhai.com

SUCCESS STORY - 2



Sigma take this opportunity to inform all the members of AMTOI and the Indian Maritime fraternity regarding the forthcoming 30th Anniversary of SIGMA; through an article in brief and a group photograph.

Wishing you and all at AMTOI all the very best, only the very best; always!!

Greetings,
From Capt. Victor.

"3 DECADES HAVE FLOWN BY, IN A WHISK"

SIGMA SHIPPING AGENCY PVT. LTD., MUMBAI is pleased to announce that we have completed 30 years of service to the Maritime Industry; specialising in surveys and inspections services to several of the leading operators in Mumbai and Nhava Sheva and other major / minor ports on West and East coast India.

Our survey and inspection services are primarily focussed on ISO tanks, to

include both liquid and Gas Tanks at various repair depots in the Nhava Sheva and Uran areas and Gujarat repair yards.

Another team is dedicated to carry out Draft Survey, On / Off hire surveys, condition surveys on vessels to various steamer agents at Mumbai & Nhava Sheva; as well as several ports on the Gujarat Coasts.

On passing this milestone, a Memento was handed to all the Directors and staff of Sigma Shipping, with a firm resolve to achieve the next milestone at every turn along this long path ahead.

Capt. Victor Elijah.
Managing Director.
Sigma Shipping Agency Pvt. Ltd.



CERTIFICATE OF MEMBERSHIP ISSUED TO

As ASSOCIATE MEMBER of
ASSOCIATION OF MULTIMODAL TRANSPORT OPERATORS OF INDIA
Membership No.: 00369 | Validity: 31st March 2022

- Term Gold certificates being handed over to respective members

Maritime Transport and Shipping 2022 Conference



India Maritime Awards 2022



President Mr. Xerrxes Master sharing his views with the audience on "Digital Transformation in Logistics" at the India Maritime Awards organized by Daily Shipping Times at Hotel Sahara Star, Mumbai on 1st July, 2022

Term Gold Certificates



To Insynergy Supply Chain Solutions Pvt. Ltd



To DSV Air & Sea Pvt Ltd



To Awatac Container Line Pvt Ltd

ULIP Meeting



ULIP Meeting organised by NICDC, New Delhi.



Visit to NICDC Logistics Data Services Ltd for ULIP meeting



India International Logistics and Supply Chain (IILSC) Conference 2022 held on 9th June'22

IILSC Conference 2022.

India International Logistics and Supply Chain (IILSC) Conference 2022 held on 9th June'22 at PHD House, New Delhi. AMTOI was a given recognition as a support partner for the event and Hon. Secretary Mr. Arun Kumar accepted the memento.

IILSC CONFERENCE 2022

Logistics Excellence Award 2021



Immediate Past President Mr. Shantanu Bhadkamkar who was one of the nominated Jury members at a round table discussion along with Hon. Minister of Commerce and Industry Shri Piyush Goyal at the Logistics Excellence Award 2021



Hon. Secretary Mr. Arun Kumar, Hon. Treasurer Mr. Devpal Menon and NRC Convenor Ms. Priya Anil Thomas represented AMTOI at the Logistics Excellence Award 2021



Immediate Past President Mr. Shantanu Bhadkamkar who was one of the nominated Jury members along with Hon. Minister of Commerce and Industry Shri Piyush Goyal on the dais at the Logistics Excellence Award 2021

2nd Edition of Multimodal Show



Hon. Secretary Mr. Arun Kumar felicitating Chief Guest Mr. Sanjiv Garg, MD of Pipavav Rail Corporation Ltd (PRCL) at the 2nd edition of Multimodal Show organized by TraiCon Events

SRC Launch Event - February 2022



FFFAI Office Inauguration



ERC meeting with Traffic Manager of Syama Prasad Mookerjee Port



“Azadi ka Amrit Mahotsav: Beginning of Gati Shakti”

held virtually

at

the IMC YLF Youth Conclave 2022

on

24th June 2022

.....

Moderator for the Session - President Mr. Xerrxes Master



8TH MANAGING COMMITTEE MEETING OF AMTOI HELD CHAPTER THROUGH



AT NEW DELHI ON 4TH MAY 2022 HOSTED BY NRC HYBRID MODE





LIST OF MEMBERS NEWLY JOINED					
	Name if Entity	AMTOI MEMBERSHIP NO	Type Of Membership	Date Of Admission To AMTOI	Location
GOLD					
	DSV Air & Sea Pvt Ltd	00376	Term (Gold) Membership - 15 years	06.04.2022	Uttar Pradesh
Upgrade from Regular Mmembership to Gold Membership					
	Insynergy Supply Chain Solutions Pvt Ltd	00203	Term (Gold) Membership - 15 years	02.05.2017	New Delhi
	Awatac Container Line Pvt Ltd	00260	Term (Gold) Membership - 15 years	01.08.2018	Tamil Nadu
Regular Membership					
	Cargoline Global Logistics Pvt Ltd	00367	Regular Membership	02.11.2021	West Bengal
	Premier Global Logistics Ltd	00368	Regular Membership	01.12.2021	Maharashtra
	Global Consolidators & Forwarders	00371	Regular Membership	02.02.2022	Maharashtra
	Aeroship Freight Solutions Pvt Ltd	00372	Regular Membership	02.02.2022	New Delhi
	Seasky Freight Systems India Pvt Ltd	00373	Regular Membership	06.04.2022	Tamil Nadu
	Intex International Trading and Clearing Pvt Ltd	00375	Regular Membership	06.04.2022	Maharashtra
	Sitara Shipping Ltd	00377	Regular Membership	04.05.2022	Maharashtra
Associate Member					
	Accord Marine Services	00369	Associate Member	01.12.2021	Gujarat
	Cordelia Container Shipping Line Pvt Ltd	00370	Associate Member	05.01.2022	Maharashtra
	Kin-Ship Services (India) Pvt Ltd	00374	Associate Member	06.04.2022	Kerala
	Sea Marine Inspection Services (I) Pvt Ltd	00378	Associate Member	04.05.2022	Maharashtra



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PROVIDING END-TO-END SOLUTIONS
ACROSS INDUSTRIES AND GEOGRAPHIES

FACILITATING THE BEST-IN-CLASS GLOBAL TRADE SINCE 1900

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SERVICES OFFERED



KEY STATISTICS

100+ Years of Industry Expertise

No. 1 National Forwarder

An IATA Top 5

Largest Customs Broker

36 Million Shipments Handled

Offices in 27 Locations Pan India



SURVEY • INSPECTION • TESTING • SHIPPING • LOGISTICS • POWER

- Master Marine Services Pvt. Ltd.
Master Marine Digitech 3
Master Power

- Master Logitech Pvt. Ltd.
• Meher Container Terminals Pvt. Ltd.
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