



The Chartered  
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Special cargo containers can  
help IR increase Rail share:-  
By Naresh Kumar, MD  
*Kalyani Cast Tech Ltd.*

# CILT NEWS e-Magazine

The Chartered Institute of Logistics and Transport India



Record coal production  
& despatch



DFCCIL



CILT & Wilat International  
Conference & Meet



Digital transformation  
& key to success



Backhaul in Transportation

# Record coal production & despatch during April - November 2022

India's coal production increased impressively by 17.13% to 524.20 Million Ton (MT) during April – November 2022 as compared 447.54 MT production during the same period of the previous year.

Coal India Ltd (CIL) coal production reported 412.63 MT up to November of FY 23 as compared to 353.41 MT during the same period of the previous year representing an increase of 16.76%.

With an objective to enhance coal production capacity, Ministry of coal has put 141 new coal blocks for commercial auction and has been engaging regularly with various coal companies in the country and monitoring their production.

The all-round efforts made to increase the domestic production and despatch have shown extremely good results. India is the world's third largest energy consuming country and the demand for electricity grows by about 4.7% annually.

The Ministry has also amended the Mineral Concession (Amendment) Rules, 1960 under MMDR (Amendment) Act, 2021 to allow lessee of captive mines to sell coal or lignite up to 50% of the total excess production after meeting the requirements of the end-use plant. The amendment has paved the way for releasing of additional coal in the market by greater utilization of mining capacities of captive coal blocks

which has led to increase in production of coal by Captive and Other companies by 33.41% to 71.07 MT during Apr-Nov'22 as compared to 53.27 MT production during corresponding period of FY 22.

Coal Ministry is taking steps to augment rail connectivity infrastructure for all major mines under PM-Gati Shakti to ensure faster transportation. As a result, **the total coal despatch have been to the tune of 557.95 MT during Apr-Nov'22 as compared to 519.26 MT during same period of FY 22 indicating a growth of 7.45 % which shows steady and efficient amount of coal despatch to various sectors across the nation.**



# DFCCIL to set up mega logistics park in Kanpur

**D**edicated Freight Corridor Corporation of India Limited (DFCCIL) is planning to develop a multimodal logistics park in Kanpur for cargo handling to boost up the UP's economy. This would be the fourth such mega logistic park in UP, but the first to be developed by DFCCIL.

"In two years UP will have a multimodal logistics park, 20 km from Kanpur city near Roama railway station. It would be the fourth logistical hub in the state for cargo movement—the other three are in Dadri, including one developed by Container Corporation of India Limited and two to be developed by National Industrial Corridor Development Corporation Limited & Adani group," said

Srinivas Nanduri, Director, Operations and Business Development, DFCCIL.

According to Nanduri, DFCCIL has procured 70-hectare land in Hathipur, Maharajpur and Tilsaharibujurg villages in Narval tehsil of Kanpur Nagar. "After the construction of the hub, we expect that 15 million tonnes of goods will be handled annually," he added.

Meanwhile, the six-lane, 63-km Lucknow-Kanpur greenfield expressway is also expected to be completed by mid-2024. "Mega logistic hub will reduce the transportation cost giving competitive edge to Indian products. The logistic hub at Kanpur will also boost the UP

government's one district one product initiative," Srinivas said.

The Kanpur logistics park is part of the Eastern Dedicated Freight Corridor which connects Ludhiana to Sonnagar. In October 2022, DFCCIL has issued a tender calling Expression of Interests (EOIs) from the logistics service providers, real estate developers, third party logistics players, warehousing investors, container train operators, financial institutions, industrial houses etc. for construction, development and operation of multimodal logistics park in DFCCIL land at new Kanpur (EDFC) under PM-Gati Shakti Policy through private investment.



## Discussion on CILT & Wilat International Conference

*On - 07 Oct 2022*



## Meeting with CILT – Ireland

*On-14 October 2022 at Dublin*





## On-Demand Logistics for *The World of Tomorrow*

**CILT INTERNATIONAL CONFERENCE 2022**  
on 23rd-26th October 2022 at **PERTH, AUSTRALIA**

The CILT International Conference 2022 was hosted in the Hyatt Regency in Perth, Australia, with around 200 delegates from 30+ countries allowing for extensive networking and knowledge exchange. This annual event brings together

industry leaders and experts to discuss the best practices and most innovative developments in the transport, logistics and supply chain industries.



As part of the four-day conference along with a technical tour. The Youth Forum Head -Vengatesh Rajasekar CMILT represented the event as a Next Generation Speaker on sharing his career experience in Logistics & Supply Chain. He also highlighted the importance of the Digital Supply chain and its career opportunities for the Younger Generation.





NARESH KUMAR

# Special cargo containers can help IR increase rail share:-

By NARESH KUMAR, MD – Kalyani Cast Tech Ltd.

*'Containers by rail. That is a success story. And it is yet to fulfil its promise.'*

The container train operator (CTO) scheme offered by IR about fifteen years back is perhaps the only, certainly the largest, private capital infusion scheme worked by the government. However, the inability is in not reached its potential is in terms of any significant migration of high margin traffic from road to rail.

IR freight traffic is dependent (above 50%) on coal, with other bulk commodities like ores and food grains bringing up most of the rest. These offer lower margins and are not considered areas where IR needs to push freight marketing. POL, iron ore and steel have good margins, but their slice is low. The CTOs have succeeded in some marginal areas, like the successes in the last few years on car transport, where the infusion of new design wagons had led to the by-rail market share going up to near 15 %. Even higher volumes are expected as the industry revives in 2022.

The CTOs have often tried to use the standard 20 ft and 40 feet containers for non-conventional traffic. Limited successes exist. While the use of these international standard containers is required for EXIM traffic, efforts have been made to develop by-container options for specific commodities and routes. Double stacking of containers on the Western freight corridor has been established.

1 Introduction of Double Stack Dwarf Container train : A successful effort that will help migrate by road traffic to rail is the development and successful operation of dwarf containers, sometimes in a triple stack, developed by a company based in Rewari owned by Shri Naresh Kumar Ex Railway Officer.



The USP: low height dwarf containers loaded on road trailers can pass through rural and semi-urban roads also, many of which often have limited clearances. constraints also exist on limited height subways and level grade crossings on rail tracks.

Offers 67% additional volumes in double stack mode on Jamnagar- Rewari / Vapi routes for RIL cargo . JNPT- NCR is also clear for this movement.

These dwarf containers can be stacked three high within the existing movement envelopes, the IR Schedule of dimensions of western DFC .

### Parameters for these containers:

- External dimensions LxWxH : 12192 x 2600 x 1930 mm; Internal dimensions : LxWxH : 12050 x 2550 x 1812 mm.
- Gross weight 36 t, Payload 32.5 t: this utilizes the full payload of IR's container wagons class BLC5.
- Low height allows double stacking of containers on all IR routes. 36 t container designed developed, manufactured and commercialized for the first time in the world
- Can also be used for EXIM cargo under DPD & DPE; offers a 20% -25% tariff reduction compared to the existing system.
- The reduced unit cost of transportation from 20-50% for light and medium-heavy cargo.
- The route between JLN Port ( Mumbai) and NCR/Punjab has been cleared after physical trials in March 2021.

### Initial customers:

- **Reliance Industries** RIL has started using for plastic granules, with

costs at 10-12% less than road. RIL became the first company to utilise the double-stack dwarf container service when they hired an entire train & loaded 82 double-stake dwarf containers with polymer cargo. The train has completed a maiden run from its rail siding at Kanalus in Jamnagar to Rewari (Haryana).

The move for energy-efficient and lesser carbon footprint alternatives gathered momentum after its Chairman Mukesh D Ambani instructed the RIL petrochemicals division team to develop eco-friendly, cost-effective and sustainable multi-modal options. Its business thus far had relied totally on road for domestic transportation of petrochemical products.

### 2. Introduction of BULK Containers for FLYASH. FOOD GRAINS, BULK CEMENT CLINKER SODAS ASH etc

This BULK container is suited for flash, bulk food grains, clinkers, bulk cement

etc. It has the potential to reduce cost by 30-40% compared to road cost and add many commodities to rail.

**Dimensions:** LWH :6058x2438x2750 mm, **Volume** : 37 CUM, **Gross Weight** : 36 MT , **Payload** : 33.3 MT



Loading of 33 MT Flyash in 8 Min



BULK Container on Lifting Truck



Unloaded in 15 Min 33 MT

### 3. Unitization of less than Truck Load Cargo

- i. CUBE Container LxWxH: 2.55x2.00x2.73 m
- ii. Volume: 13 cum
- iii. Payload: 2.5 MT i.e. 5.2 cum/ MT ( Ideal for Parcel )
- iv. Gross: 3.3 MT it can be handled by forklift of 5 MT with load center at 1.225 m.
- v. Very good for two-wheeler (8 motorbike per CUBE) & three-wheeler (3 no per CUBE) transportation along with parcel cargo.
- vi. Longer journey through Rail gives advantage of safety, security and low cost.
- vii. Last and first miles optimized through light commercial vehicle or 20' trucks . Best use of costly assets such as trucks, pick up truck and wagons.
- viii. Avoid multiple handling of cargo and covered warehouses for consolidation.
- ix. Most of handling activities are mechanized using readily available fork-lifts .



These containers offer options for less than truckload (LTL) traffic that in turn can save up to 25 % on transport costs. Typical it can be used at 15 t for parcels, 675 t per rake, 48 motorbikes per wagon=2160mper rake, with for klift operations.

**All these options can lead to the IR goals of migrating the higher-margin traffic, including in the LTL category, to rail.**

#### A right time recognition

These developments and special container manufacture, centred in Rewari, got much-needed recognition with a visit from Railway Minister A

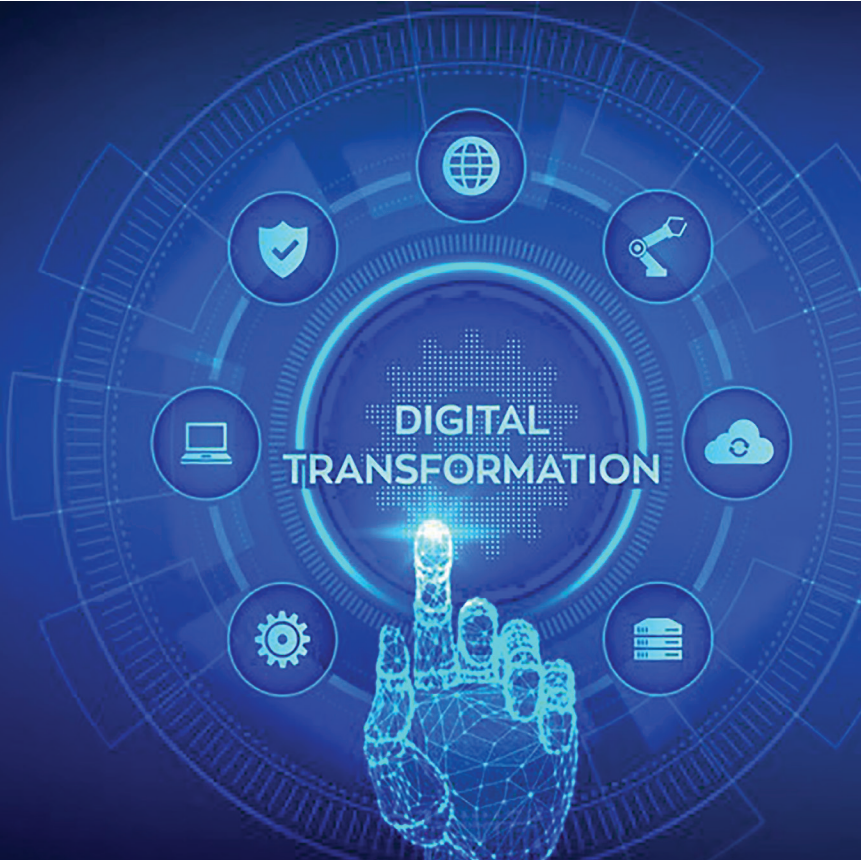
Vaishnav.

Minister took a keen interest in detail. He was also briefed on the steps needed for the growth of container manufacture in India. At present, Indian manufacturing is limited to such special developments. Much higher production volumes, availability of special steel and access to nearby EXIM traffic are required to develop indigenous standard container manufacture.

The option exists also for using these as reefers (refrigerated containers), maybe with Head on Load Generation instead of colling units on each reefer.

Dwarf Containers are specially designed containers that can move underwire on the rail in double-stack mode over the IR network as well as roads without any violation of the Motor Vehicle Act. The loadability of the container train can be increased substantially in terms of volume and weight which in turn become competitive and provide seamless service and minimum handling of cargo.

The company has close capacity to manufacture 4000 containers a year, which needs to be increased to 15000 a year to compete with Chinese which manufacture almost 90% of shipping containers.



# Need for Digital transformation & key to success

By Vengatesh Rajasekar CMILT-The Youth Forum Head, CILT INDIA.

In the current era of digital transformation, the need for technology is the backbone for any industry vertical. People with strong domain knowledge in their relevant industry are also in need to understand about the importance of digital aspects and current trends in technology to withstand in the current transforming world.

The current market being so volatile business are adopting to innovative models in supporting the operational on ground aspects with more efficient and resilient method. The technology in general can act as lever for providing better decision making, reducing the turnaround time of delayed activities, helping with bottle necks by providing process standardization, improving the planning process, helping with execution activities like transportation, warehousing in the logistics sector and providing end to end real time visibility.

Most of the companies are ready to invest in technology and drive large implementation either with inhouse consultants or through technology

partners.

### Now the question is does all the implementation a success story for the organization?

Not really, as there is a set of methods to be followed during the digital transformation which most of the companies miss out.

1. Find out the actual need for digital Transformation.
2. Understand the complete As-Is process before digital initiatives as this will help deriving values after implementation.
3. Have strong People and Process Management to drive the implementation.
4. Run a Proof of concept to realize the value out of the product before implementation.
5. Do market research with other industry players to understand more about the competitive players

providing the technology solutions.

6. Set proper timelines and Business continuity plan while transforming the existing business models.
7. Always make sure we solve one problem at a time and hence never implement multiple solutions at same time.
8. Whenever technology implementation is live never expect the system to provide 100% error free solution.
9. Wait for 6-8 months to find out the balance between technology and operational activities happening on ground and then tune the technology as required for the business model.
10. Enable cloud-based solutions and have proper people management internally to drive different teams as part of the implementation involving network team, data security team, process management team, Domain/Functional expert team.

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## Leveraging Backhaul in Transportation and its impact on cost

In fact, logistics system is very complex in nature. The importance of good logistic system is growing tremendously due to its practical importance and robustness. There are many challenges in logistic system like resiliency in logistic system i.e., how to reduce the severity and likelihood of disruptions in systems. An effective and efficient logistic system makes industry competitive and profitable.

In developing country, 90% of its industries are small and medium enterprises (SME). To achieve resiliency in logistics is considered the best way to reduce the severity and likelihood of logistic system disruption. In India, more than 60% cargo is being moved by road and half of its' (32%) through rail. So, we

need to be developed better systems to manage- to build resilience like visibility, control, flexibility and collaboration.

- **Visibility** – Capable to track and monitor, even foresee the logistic events and patterns. This helps organization to address the issues in logistic system before becoming a problem
- **Flexibility** - Capability to respond quickly (Agile) to problems without much hike in operational cost. It optimizes the impact of a sudden shift or disruption.
- **Collaboration** – Helps to build trust-based relationship with others
- **Control** - Helps to ensure proper procedures and process which follows in the organisation by implementing

robust policies, control mechanisms

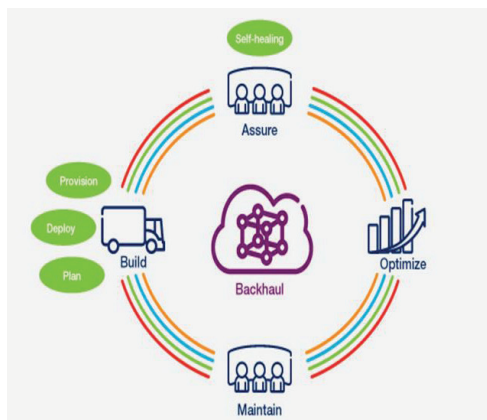
Presently, many organisations are leveraging backhaul mechanism in their products distribution. In backhauling the trucks after delivering goods, returning to original destination in empty condition are being hired by another company and they are loading the vehicle with their product and shipped to the destination which will be near or on the way to the starting point of vehicle. The backhaul challenge in transportation is characterized by an imbalance in transport flows between two locations. A backhaul, as it relates to trucking capacity and logistics, is the return trip of a commercial truck that is transporting freight back over all or part of the same route it took to get to



its current location. Empty trucks are not ideal for anyone in the supply chain and empty miles are expensive. They aren't as safe to drive, put drivers at increased risk and they aren't filled with product, so it drives up the cost in the supply chain in labour, empty miles and fuel emissions.

**The concept of backhaul, or utilizing freight asset outbound to delivery point and back, has always been applauded in theory and stymied in practice by the logistical challenges of:**

- Matching the supply with the demand in the specific lane;
- Collaborating with outside of existing trading partner relationships;
- Honouring the financial and contractual relationships established in the transportation market;
- Combination of demand and available truck types in particular lane



W i t h transportation capacity more limited now than ever (industry estimates between 25-50 percent of the trucks are empty), optimizing all assets in our

logistics network is paramount.

Backhaul or reverse optimization has been one of the much touted and anticipated impacts of technology in this industry, though we think that these network effects will take time to manifest itself in a more meaningful way. The idea behind network optimization is to use technology and the data available on an extensive scale to enhance the efficiency of load matching, planning and routing.

For example, after travelling from point A to B, a truck might not be able to get an immediate load from B to A. This leads to idle time and revenue loss due to lower asset utilization. But with visibility over the larger network, one might be able to identify loads from B to C & C to A leading to better utilization of the asset (truck).

In theory everything sounds right but reality is tricky. The market is not so homogenous. There is variability in several factors including the type of truck required (body type, tyre type etc.) Further, aspects like route preference, and non-uniform distribution of demand/supply canters in the country make the network optimization a much more challenging problem which is yet to be solved.

Building for scale is one of the ways to reach network effect.

However, given the heterogeneous distribution of demand and supply, building micro networks backed by technology might be an approach worth exploring. Identifying micro-networks where the variables of the supply chain can be controlled and driver behaviour can be influenced can help unlock network effects at a much smaller scale. Such networks would allow for better visibility of the supply chain and higher asset utilization.

Just to highlight the magnitude of impact, let's consider an example. Today a long-haul truck in India has 12-17 billable days and spends the remaining time in loading/ unloading, maintenance, waiting for loads or doing sub-optimal loads. In the process, an average truck driver takes home anywhere between ₹ 20,000 - ₹ 30,000 after working 16 hours a day in very unpredictable and harsh working conditions. An optimized network with 20 to 24 days of utilization can help push up the revenue of these vehicles by about 40% to 60% and will at least double the income of the driver cum owners.

(\*This is because, once a truck has been purchased, bulk of the cost is fixed cost for the driver cum owners in the form of EMI, insurance etc.)

I had an experience to explore optimized organisation's freight cost by leveraging the backhaul. In the study, we had chosen two other organisations with us to make a cluster formation. Let say my organisations, manufacturing facilities had in south part of India, other two company's either their manufacturing capacity or main hubs in West and North. For better understanding, denoting these 3 organisations – A, B and C. Let say, A had manufacturing facilities in South and distribute its' products to West and North India, B had one production facility and Hub in Bhiwandi, West and similarly, C had Hub and manufacturing capacity in Western UP in North India. Before reverse auction of each lane, we took consideration of 3 organisations to and back monthly volumes and estimated future demand truck types.

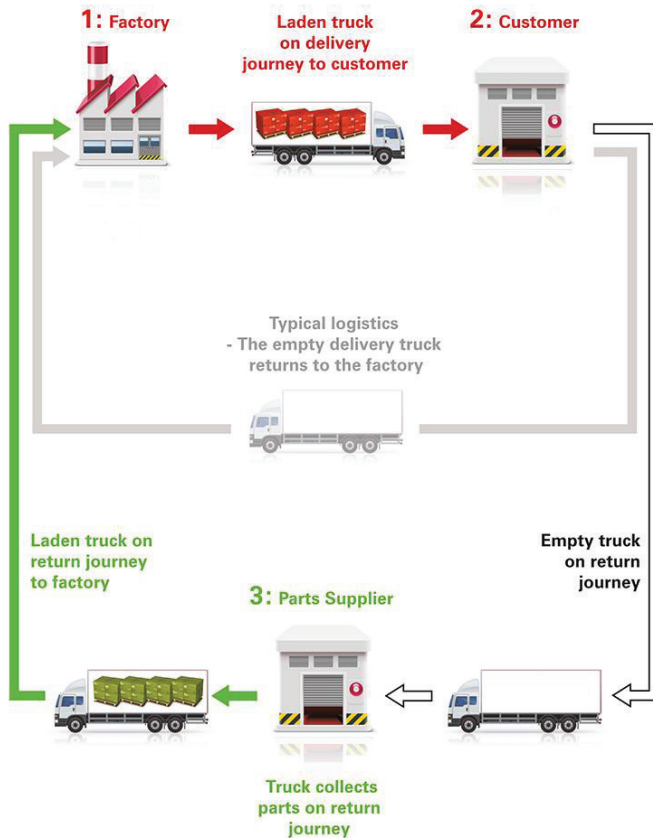
Based on these exhaustive working, we finalised transporters for each lane and did reverse auction. End of it, we procured 6% lower cost. Awarded freight agreement to business partners based on auction and intend to start business. But roughly a week later, we faced havoc service issues and ultimately, we had to force to withdraw the freight agreement and implement pre-auction freight and vendors to resume the business.

**Although the concept is sacrosanct but when it back-fired we did self-introspection and certain points surfaced:**

1. The data shared by individual organisation like lane wise volume, truck types, freight cost, etc was not correct
2. The wrong information shared by individual organisation in anticipation not to disclose market shares
3. Post reverse auction, organisations had not made agreement with lowest quote transporters due to lack of confidence and less known each other.

**So, as per my suggestion to make it more robust and feasible:**

1. Make clusters with organisations who are predominantly in different business segments
2. Before start process, all parties should sign NDA (Non-Disclosure Agreement), hence no-body will be hesitant to share correct information
3. Pick the right industries so that mis match of truck types avoided; e.g. clusters should be avoided between Cement manufacturing company and Medium sizes FMCG company rather Paper and Cement manufacturing organisation would be ideal
4. Process of reverse auction should be arranged in this manner so that at least one existing vendor should present in each lane, so organisations along with new get confidence to run business.
5. Low volume lanes should be avoided to do reverse auction because my own experience sharing of business within 2-3 vendors, no-body will be beneficials.



The level of backhaul discounting is obviously market-driven for the most part. In cases where fronthaul trips are destined to weak outbound markets, fleets must make the money on the outbound trip to compensate for the weaker return market.

Problem arises when this becomes entrenched in the psyche of a company's operations personnel. Not all markets exhibit excess capacity, but somehow all backhauls become eligible for steep discounts. In many cases, companies discount backhauls rates by 40% or more. This discounting presents the shipping public with an unconscious and unrealistic view of the company's overall service value.

It is a sobering fact that, even with driver shortages and capacity constraints, more than 20% of truck miles are driven empty. It may be more sobering to contemplate that the empty percentage number should possibly be higher.

One key performance indicator (KPI) that determines good trips from bad for most companies is the percent of empty miles to total distance travelled.

A good counter to the percent of empty miles is total revenue per day per truck. This KPI introduces time into the equation. It makes no sense for a company to accept a load that parks a truck for too long. Companies need to achieve a balance between these two metrics to increase profitability. This is all basic business. But companies should take a fresh look into how this plays out as it relates to getting drivers' home.

One of the best way companies can minimize the effects of hauling out of a weak market is to utilize the closest stronger market as a springboard. For example, they may have to take less per mile to get out of small town, but the rates out of Metro or Industrial Town are much better. Ideally, they would take a shorter trip to Metro City at depressed market rates to minimize the impact of the low rate. Once in the better market, companies can take advantage of higher rates for a greater percentage of the haul.

It often works out that a deadhead into the better market is the best option for the company's business. This may seem onerous since operations has to deal with at least two transactions instead of one, but technology exists to automate this decision process for the team and even optimize to preferred KPI. There is potential to sharply increase profitability. The cost of that increase is the backhaul mindset.

Yes, drivers need to get home on a predictable schedule and this sometimes requires fleets to make tough decisions to maintain a dependable workforce. Carrier companies can stop depressing the overall market (and therefore driver's wages) by negotiating against themselves from the outset. The concept of backhauls taints how the value of capacity is calculated and has made some fleets lazy in their operations. Stop calling it a backhaul and get the fleets on board.

# FM Sitharaman asks states to lessen logistics burden on exporters



Union Finance Minister Nirmala Sitharaman

Union Finance Minister Nirmala Sitharaman on Friday asked States to adopt a multi-modal approach and ensure logistics did not become a burden on exporters.

She said the PM Gati Shakti was a beautiful protocol with which a synergy could be brought in.

Delivering the inaugural address after inaugurating the third campus of the Indian Institute of Foreign Trade in Kakinada, Sitharaman referred to 'One District-One Product' and 'Vocal for Local', initiatives, aimed at promoting local products and creating their export markets.

She said the Commerce Ministry was working on getting an export policy that would help the exporters by giving them incentives and promoting many things.

There's a repetitive and very relevant line that the Commerce Minister refers to 'We can't be exporting taxes.' We also should identify ways in which those taxes whether Centre, State or local that are on these products should be removed so that we don't burden their exporters, the Finance Minister said.

The governments did not get much revenue from those products but

burdened the exporters nevertheless, she noted. She said the growing cost of electricity and logistics was also affecting the exports. With better roads and ports coming electronic facilitation for the customs operations coming surely, the logistics element is being addressed little by little. State governments should also spend some time to see that logistics doesn't become a burden on exporters, Sitharaman said.

The Finance Minister referred to the Prime Minister's suggestion that States should open export promotion offices in Indian embassies abroad. If you have the capacity to tell the kind of things you produce that are international class our embassies are the place where you should be and target the markets there. Some of our States are the size of some European countries. We have the capacity even as a district to capture the market outside, she said.

The 'One District-One Product' is an attempt to identify such products in each district that have a natural capacity, organic capacity. And 'Vocal for Local.' Those are the kind of products that capture international imagination and need to be supported, she added.

Sitharaman, who said she was speaking as a student of trade and not a minister,

observed that trade-related courses should become a lot more nimble. She exhorted the IIFT students to have a comprehensive understanding of what was going on in the global trade areas.

"Multilateral institutions that govern trade have set the global norms. We should understand them. If anything, India's case should be put forward in a far more discerning, understanding way, she said.

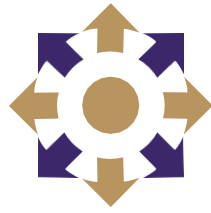
Sitharaman asked students to widen their horizon and have a multi-disciplinary approach to studying trade. The Finance Minister asked the IIFT Vice-Chancellor to ensure the institution actively engaged in India's trade.

Wonderful brains are here. Use them to tell the Commerce Ministry how to go about it (foreign trade). You should be in the team of the Commerce Minister when he negotiates trade (with foreign countries), Sitharaman said.

She took a dig at the Indian economic service and Indian trade service officers for doing only a copy-paste job. You have Indian economic service and Indian trade service officers giving papers to the Minister, saying, 'Oh, minister can you please take this up?' But, many a time I find them copy-paste. I am sorry to say this. The Minister doesn't get an advantage, Sitharaman remarked.

Andhra Pradesh Ministers Buggana Rajendranath, K Nageswara Rao, Ch S V Krishna, S A Raju, Rajya Sabha members G V L Narasimha Rao, P S C Bose, Lok Sabha members V Geeta, M Bharat, MLCs, MLAs, & others attended the event.

The IIFT-Kakinada has been opened on a temporary basis on the campus of the Jawaharlal Nehru Technological University here. IIFT's own campus on a 25-acre site at the Kakinada SEZ would be built at a cost of ₹ 230 crore.



The Chartered  
Institute of Logistics  
and Transport - India

# Professional Certificate Program in Terminal Management

**COURSE COMMENCING FROM: 21 JANUARY 2023**



Three Months Weekend (On-Line Programme) by CILT India, New Delhi ([www.ciltindia.in](http://www.ciltindia.in))



The Chartered  
Institute of Logistics  
and Transport - India

## Professional Certificate Program in Terminal Management

Three Months Weekend (On-Line Programme) from 21 JANUARY 2023

### OBJECTIVE

The **Professional Certificate Program on Terminal Management** is designed and developed by The Chartered Institute of Logistics and Transport, India (**CILT INDIA**) for aspiring and in-service professionals to equip them with the necessary skills to leverage the current and emerging patterns. The objective of the program is to provide an excellent understanding of entire activities related to Policy, Plan & Design, Construct and operate various types of existing & futuristic terminals in a safe & environment friendly manner for efficient handling & movement of all types of goods.

This course is taught by India's best transportation experts and leading industry stalwarts covering all aspects related to different types of Terminals (Multimodal Logistics Parks, Ports, Rail and Road). It will also provide a networking opportunity among participants from multiple industry domains.

### WHO SHOULD ATTEND?

(a) **WORKING PROFESSIONALS:** The course is designed for all professionals directly or indirectly associated with planning and management of transportation of all types of goods. This Programme on Terminal Management aims to create talents prepared for taking responsible assignments in Terminals, enhance vertical growth in professional hierarchy and gain real-life experience to the next generation of high-potential employees.

The program will be of great importance for Operations, Commercial, IT and Management professionals working in Steel Plants, Aluminium Plants, Other Metals & Minerals Processing Industries, Cement Industry, Chemical & Fertilizer plants, Paper & Pulp Industry, Food Grain Logistics, POL Manufacturing & Distribution Companies, Logistics Companies, Container Train Operators, Ports & Inland Waterways, MMLP, PFT, ICD, CFS, NHAI and other industries.

(b) **STUDENTS:** Gaining Certification of this program by candidates will bring substantial value addition and will widen their employment opportunity. In addition to the existing operational terminals of various kinds, more than 1000 Terminals are planned to be established in the coming years due to implementation of **PM Gati Shakti Mission (A National Master Plan for Multi-Modal Connectivity)**. Students from any stream are encouraged to take up this course as it would provide an opportunity of entering this expanding sector. Concession in fee for joining this Programme by students can be considered.

### PROGRAM COVERAGE:

CONTENT	MODULES
Transportation Systems and Multimodal Transport	<ul style="list-style-type: none"><li>• Transportation Systems &amp; Conceptual Framework</li><li>• How to organize Multimodal Transport</li><li>• Multimodal Transportation Acts &amp; Procedures</li><li>• Multimodal Transport &amp; Indian Railways</li><li>• Prevailing Multimodal Scenario with various modes of transportation</li></ul>
Need & Type of Terminals	<ul style="list-style-type: none"><li>• Overview of Indian Freight</li><li>• Freight Generators &amp; Transportation</li><li>• Transportation Mode &amp; Type of Terminals</li><li>• Terminal Planning (Traffic Projection, Location, Layout)</li><li>• Terminal Activities</li></ul>
Planning, Design and Construct various type of Terminals (including PPP mode)	<ul style="list-style-type: none"><li>• Land acquisition, Master Plan &amp; Layout</li><li>• Project Planning, Monitoring, Evaluation &amp; Execution</li><li>• Regulatory Approvals</li></ul>

	<ul style="list-style-type: none"> <li>• Relevant State &amp; Union Laws</li> <li>• Manpower Needs</li> <li>• Business Commercials &amp; Taxations</li> </ul>
Terminal Management & Operations	<ul style="list-style-type: none"> <li>• Operations Fundamentals of Terminal</li> <li>• Composite Terminals for Freight and Passengers – Rail Stations</li> <li>• Petroleum, Oil &amp; Lubricants (POL) and LPG/CNG Gas handling Terminals</li> <li>• Management of Major Freight Terminals</li> </ul>
Telematics	<ul style="list-style-type: none"> <li>• Introduction to Telematics</li> <li>• Telematics in Passenger Business</li> <li>• Telematics in Freight Business</li> <li>• Role of ICT</li> <li>• Role of CRIS</li> </ul>
Safety & Security aspects of Terminal	<ul style="list-style-type: none"> <li>• Identification of Hazards</li> <li>• Terminal Fire Protection System</li> <li>• Security of Passenger &amp; Goods</li> <li>• Various Codes of Safety, Security, and it's Audit</li> </ul>

**MODE OF INSTRUCTIONS:** English in **ON-LINE** mode through video conferencing.

**COURSE DURATION:** 12 Weeks. (21 January 2023 – 02 April 2023)

There will be a session of 04 Hrs. each on every Saturday & Sunday comprising a total of 24 Days accounting for nearly 100 Hrs. in total. Link for joining the training program will be sent in advance to all the participants.

**PROGRAMME FACULTY:**

This course will be taught by India's best logistics & transportation experts. Some of the faculty members include:

<b>Sanjiv Garg</b>	Managing Director – Pipavav Railway Corporation Ltd. & Former Additional Member, Railway Board
<b>Vinod Asthana</b>	Former Managing Director – CRWC, Vice Chairman – CILT, India & <b>Course Director</b>
<b>Sachin Bhanushali</b>	Chief Executive Officer, Gateway Distriparks Limited
<b>Dr. Veni Mathur</b>	Visiting Faculty – IIT Delhi, Vice Chairman – CILT, India & <b>Associate Course Director</b>
<b>N. K. Tuli</b>	Former Vice Chairman – Railway Claims Tribunal
<b>Gerard Deegan</b>	Port Management Training Solutions Group, Waterford, IRELAND
<b>Amitabha Chaudhuri</b>	Managing Director – Arshiya Rail Infrastructure Ltd.
<b>Manish Puri</b>	Managing Director – Rail Runner Innovations & President – ACTO
<b>Naresh Kumar</b>	Managing Director – Kalyani Cast Tech Pvt. Ltd.
<b>Rajesh Nigam</b>	Former Executive Director – Indian Oil Corporation Ltd.
<b>Asim Dar</b>	Managing Director – APL INDIALINX
<b>Ms. Reshma Yousuf</b>	Director CLLB, Malaysia
<b>Amit Kumar Jain</b>	GM – FOIS, Centre for Railway Information Systems (CRIS)
<b>Dalbir Singh</b>	VP (Finance & Marketing), Pipavav Rail Corporation Ltd.
<b>Rajiv Kochhar</b>	Former GM – CONCOR
<b>Girish Acharya</b>	Asst. VP (Sales & Marketing), The Thar Dryport Ltd.
<b>Sachin Garg</b>	Asst. VP, Kandla International Container Terminals Pvt. Ltd.

**COURSE CO-ORDINATOR:** Rajesh Jha (+91 9717511883) / [rjha.ciltindia@gmail.com](mailto:rjha.ciltindia@gmail.com)

**CERTIFICATION:**

The training program will have periodic evaluation system and on successful completion, Certificate will be awarded to the participants.



## REGISTRATION FORM

### Professional Certificate Program in TERMINAL MANAGEMENT

(Three Months Weekend On-Line Programme)

(Starting from: 21 January 2023)

Prior Registration for this program is mandatory.

Sponsoring Organizations may please fill the details of participants

PARTICIPANT NAME	DESIGNATION / STUDENT ID NO	CONTACT NO.	EMAIL ID
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NAME OF THE INDIVIDUAL / ORGANIZATION: \_\_\_\_\_

ADDRESS FOR COMMUNICATION: \_\_\_\_\_

#### PARTICIPATION FEES:

Category	Fees per Participant
Standard Fees	INR 15,000.00 + Applicable GST
(Students can be considered for concession in fees)	
<b>Multiple Nomination Discount</b>	<b>10% discount shall be applicable, in case of 3 or more nomination from the same organization in working professional's category</b>
<b>Life Member &amp; Corporate Members</b>	<b>10% discount shall be applicable for participation by Life Members &amp; nominations received from Corporate Members of CILT India</b>

**Note: Certificate and Study Material will be provided after completion of Training Program**

Payments can be made by cheque / DD favoring "CILT INDIA" payable at New Delhi or through NEFT at State Bank of India, Rail Bhawan, New Delhi **Account Number:** 10211844226, **IFSC Code:** SBIN0003771.

Please note, our GST No. **07AABAT7910J1ZC** & PAN Number is **AABAT7910J**

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3 Palam Marg, 3<sup>rd</sup> Floor, Vasant Vihar, New Delhi, 110057; Mob: +91-8368108840

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The Chartered  
Institute of Logistics  
and Transport



### Who We Are

The Chartered Institute of Logistics and Transport India is part of the leading, global professional body for those engaged in supply chain, logistics and transport – covering all sectors of the industry, namely air, land and sea, for both passenger and freight transportation.

Our primary objectives are to support our members in continuous professional development to future-proof their careers, as well as to work in close collaboration with the public and private sectors, Government agencies and the academia to develop opportunities and synergy for industry transformation and growth, underpinned by strategic thrusts in digitalisation and sustainability.

### Contact Us

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