



FREIGHT SYSTEMS
Supply Chain Solutions

EXCLUSIVE INTERVIEW OF MR. MANU RAJ BHALLA

Special Cover Story on Outlook 2016

Freight Systems believes that 2016 will be a year of positive developments with the coming up of:

- Several mega e-fulfillment centres where the merchandise is stocked and picked at item level. These facilities are typically 5,00,000 sq. ft. to one million sq. ft. in size, or even larger.
- Parcel hubs/sortation centres which sort orders by zip or post code so that they can be delivered to the relevant parcel delivery centre for final delivery to the customer's home or designated collection point.
- Seamless integrated technology where shopping carts connect via API, web xml or some other connection to a transportation management system.
- Greater demand for robust reverse logistics processes and capabilities.
- More 'Mega Cities' apart from the present metros.
- Proliferation of segments of the same product and hence LSPs will have to manage greater complexity.
- Improved supply chain infrastructure.
- Improved road networks and modern warehousing, and faster and bigger trucks.
- Stronger regional and global connect.
- Business Intelligence tools for analytics on predictive demand planning, based on consumer preferences.

Manu Raj Bhalla,
Director & Global Head,
Contract Logistics & Supply Chain



He says, "With the liberalisation of FDI in various sectors and focus on new technology investments, the multinational companies that come in will bring their global best practices. So, those logistics companies and service providers who are willing to embrace global supply chain practices with modern infrastructure and advanced technologies will see huge opportunities. However, timely implementation of GST is a pre-requisite to realise the true benefits of this opportunity." He asserts, "Tax revenue collection is expected to increase, due to a simplified taxation and better tax compliance. Partial to complete roll out of GST would boost GDP growth by 0.7 to 1.3 per cent. Higher growth and improved tax compliance could lower fiscal deficit to 3.0 to 3.3 per cent over 2 years."

He agrees, "The 'Make in India' campaign, even if it does take off in the manner envisaged, will certainly expand demand across sectors and will create new opportunities for the logistics sector."

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