**MoM 13th AGM**

**Domestic Air Cargo Agents Association of India**

**DACAAI 13th Annual General Meeting – Agenda**

**Venue** Hotel Ibis, Aerocity, Delhi Airport

**Time** 1100 – 1930 hrs.

**DACAAI 13th AGM started with MC meeting at 1100 hrs. Following MC members were present : Arvind Nayak, President, Ravijeet Sehrawat, Vice President, Gaurav Ghuwalewala, Deepak More**

**Managing Committee Meeting - Points deliberated :**

a)    Proposal to appoint Shri Amit Bajaj to be Advisor of DACAAI – Matter to be deliberated in detail.

b)    New cargo terminals coming at Ahmedabad, Bengaluru, Jewar Airport-New Committee to follow up & suggest specific requirements for bringing efficiency in process.

c)     Year Book 2022 – Settlement of accounts…to be pursued by Shri Suraj Agrawal since he has full knowledge of the issue and decided by MC.

d)    Settlement of outstanding dues amongst DACAAI members is important issue. While members should honour their dues between members, issue requires to be deliberated by new Committee. Decision : FIX A DATE, IF DUES ARE NOT PAID THEN CANCEL THE MEMBERSHIP AND ISSUE INVOICES....... IF ANY PERSON WANTS TO REJOIN THEN THEY MUST PAY INITIAL FEES AND DO THE PROCESS agai                                                                          e) Proposal for ‘Standard Business Practice

AGM started with registration of Members.

In order to allow time for more members to Quoram, President advised that Shri Y K Goel, DGR expert should make the presentation on current DGR Cargo handling regulations.

Shri Y K Goel of YKG Academy based in Delhi, gave a detailed presentation. The session was very interactive.  Y K Goel enlightened members on the changes taking place in DGR compliance which placed the owners of the business mainly responsible for all DGR training and compliance requirements. Non-compliance could result in fine up to 1 crore and imprisonment.  He also answered queries from the members. DACAAI would further have meeting with Shri Goyal to arrive at the methodology & cooperation in the matter of DGR training for DACAAI member’s staff.

**Agenda Item 1 : Welcome Address was delivered by** Shri Suraj Agrawal, Secretary, welcomed all members to 13th AGM. It was a matter of happiness that members were present in large number at the AGM. He stated that DACAAI has completed 13 years for which he acknowledged efforts by all the MCs since inception in bringing DACAAI to this stage. While DACAAI is the stakeholder and represented in most of the forums at AERA, MoCA, MoCommerce etc. and Associate Member at ASSOCHAM, PHDCCI and ACFI. While DACAAI represented its requirements at all forums, however, there is need to take up issues more vigorously with authorities and stakeholders.

He stated that an important achievement has been taking Airline Members on board DACAAI. This will strengthen us in taking up common issues jointly in the interest of growth of domestic air cargo. He said strength of DACAAI is its members and last year we are able to have new 8 members whom I welcome in DACAAI fold. We have to be serious and focus on challenges together. Regional representatives need to increase their interaction at their level in regional meetings and in turn interact with DACAAI Delhi HO for better results.There should be more and more interaction & participation of our members in VCs as business which I felt was lacking. He thanked the MC Team for steering DACAAI during this tenure.

**Agenda Item 2 : Shri Arvind Nayak, delivered President’s Address –  Shri Nayak** said that at the end of two years as President, he had mixed reactions. It is 13th AGM, so we have moved ahead. However, this calls for introspection and self-assessment as to what we did, what we did not; and what needs to be done.

As president for 2 years. in comparison I would say I had a little languished performance. There are reasons, not that we lacked in action but I feel, definitely DACAAI needs younger people to take it forward. Having said that, I realise that lots of new things happened. Today we need a different pace to move ahead than what we did 10 years back. There are multiple stakeholders like CTOs and CTO outsourcing their role to ground handlers. Besides, security scenario has changed a lot.  Whole chain has changed and there is a lot more competition. DACAAI to some extent tried to do best.

I realise in 2 years, to move further we have to make continued effort, rather than a piece meal action that we have been doing as problems arose. As a vibrant organisation DACAAI MC has to engage not within but with members. For example ACAAI has survived 50 years as there is constant interaction between members and the committee; this is one thing we have to address to make meaningful impact.

No doubt, DACAAI is recognised as representative of industry but that is not enough. It has to be taken seriously by the stakeholders. I feel our representation to Ministry is not same weight as ACFI. Of course ACFI is a rich body. I feel we reacted to things, we don’t set agenda. We should study with data and write to ministry and tell them what should be the dwell time. After AERA orders come, we are writing to them whereas, in the beginning DACAAI made AERA to revise their decision. Somehow, along the line we have slumbered down. We should circulate any important information to members and members should revert with their opinions.

Secondly, we have a whatsapp group, members should engage, shout, fight on that, we should make it vibrant in DACAAI. I also realise that we could not connect to CTOs other than Delhi or Mumbai. We should have a working group for data collection. Our last AGM in Delhi was well represented and very successful. Even ACAAI does not have such attendance. We had very successful AGM/Conventions in Hyderabad, Mumbai, Chennai, Goa, Dubai etc. So, we can do it. We started a Newsletter but then discontinued don’t know for what reasons. Hyderabad, we still have only 4-5 members. Old school thought will not do, new generation has to come and think of ways to go ahead. We have to reach out to other places rather than being comfortable at Delhi. These are the issues that I am telling the next committee to dwell on.

That being said, we have tried for last 13 years to get airlines on board which was not happening earlier. Today with airlines on board DACAAI is at a higher pedestal. Last year we  approached and talked to them in a meeting and now they are on board. I am happy for this one achievement. This one move could change the way DACAAI can move together with principles jointly. With airlines on board and with knowledge of DACAAI members we could make a presentation to any authority with 10 times strength than now. We are handling 75% of the air cargo, bringing to terminals and airlines are taking cargo, we are more stronger now. With airlines on board and with knowledge of DACAAI Our goals are common how we get it is to be thought.

We have more members now and our outreach should reach out of Delhi. Younger people should come forward and take DACAAI further since age matters. The committee should move to other parts of India. We should conduct trade meetings; meet airlines officers at mid-level in Mumbai, Bengaluru, Hyderabad, Ahmedabad, Chennai. These are some areas to think and act, it is not rocket science, only application of mind. We should have our presentations differently like ACFI does to convey points in layman’s language. In fact in the Cargo Advisory Committee meeting Minister of Civil Aviation advised stakeholders to hand hold him as he was not domain expert. Our presentations should be like ACFI in one page explanation of the issues.

We have to re-budget ourselves as we are short of funds. We should have more interaction with other stations; data should be collected and every member should call DACAAI secretariat; state the problem and it should be taken up in auto mode. We have to sit down rework, raise resources possibly with advertisements on website. Newsletter should be started.

**Agenda Item 3 :**Confirmation of Minutes of 12th AGM (26 August 2022) - Confirmed

**Agenda Item 4 :**Presentation of Accounts – Shri Roop Chand Baheti, Treasurer read out the accounts for 2022-23, balance sheet and FD position including Budget and projections for revenue for 2024-25.

**Agenda Item 5 :**Brief of Activity FY 2023-24

Shri Dinesh Kumar, Advisor briefed that regular interaction

i)               with stakeholders, CUTs- GMR/DIAL, Celebi, MIAL, SACT, Bengaluru, Adani Airports-Ahmedabad, RGIA-Hyderabad,  AAICLAS; Private airports viz Chandigarh, Nagpur and was maintained; ACFI, MoCA, MoCommerce etc was maintained.

ii)             ‘DACAAI Year Book 2022’ was distributed to our members and prominent authorities viz. Hon’ble Ministers of CA, MoRTH, MoMSME, Secretary, Civil Aviation, Spl Secretary Logistics, airlines, CTOs, DACAAI members and other stakeholders.

iii)            Providing better CUT Infrastructure commensurate with the tonnage has been emphasised with CTOs to improve ground process and avoid congestion and delays. New Terminals are coming up at Ahmedabad, Bengaluru. DIAL has been requested to provide additional space to expand the terminal to address space constraint, including opening old Blue Dart terminal, which is not in use for the past two years

iv)            As airline members, Airlines-DACAAI are now jointly pursuing operational and policy issues being faced by the domestic cargo sector.

v)             GMR/DIAL had made some outreach to DACAAI to bring some commodities back to air mode by rationalising costs and freight in association with airlines/CTOs with timeline for evacuation. e-idg initiative; allotting additional space for DCSC expansion adequate screeners for X-Ray machines and manpower at TDG; increasing efficiency and reducing delays however, much improvement is not forthcoming.

vi)            DACAAI has continuously pursued rationalisation and downward reduction of THC as it is approx. 30-35% and in spite of a huge flight capacity being available; new aircraft being added in coming years, the tonnage is only 1-1.2 mmt since 2019-20.

**vii)**          As CTOs have been pointing out, DACAAI members need to work to increase %age of its RFC to do our bit for improving processing. DIAL has constituted a cross functional team to address DACAAI issues.

viii)         DIAL must conduct a terminal process audit of both CTOs with time and motion study to improve efficiency.

**ix)**           DACAAI has requested stakeholders to achieve a Dwell Time of D-180 minutes for outbound & A+90 minutes for inbound at Delhi & Mumbai and D-120 minutes & A+60 minutes at other smaller airports, to sustain the domestic business.

x)             SLAs between User (DACAAI)-Airlines-CTOs and service quality monitoring mechanism has to be insisted to improve efficiency. DGR handling Training is important and has to be pursued by members. An expert presentation has been organised for members at AGM.

xi)            Special presentation has been made to Mr Piyush Srivastava, Sr Economic Advisor MoCA highlighting factors required to boost domestic cargo. Hon’ble Minister of Civil Aviation (HMCA) chaired the meeting of Advisory Group on Cargo to discuss air cargo related issues where in domestic air cargo issues were discussed.

Regular MC (including VC) meetings and a Friday meeting at DACAAI-Airport Office has been started for better interaction with members and to deliberate on operational issues.

**xii)**          The MC’s efforts resulted in 13 new Membership including Airline Members i.e. Air India, Akasa Air and SpiceJet. Membership for Indigo and Vistara is in process making a total of 713 members.

Brief by Regional Representatives

i)               East- Mr. Raj Kumar Ghosh – not present

ii)             West- Mr. Deepak More – Briefed local interaction in Mumbai

iii)            South- Mr. Sajjan Sharma – not Attended

iv)        North-Mr. Inderjeet Sehrawat – He noted that a lot more efforts were to be made by regional representatives. He volunteered to add more new membership. The MC appreciated his commitment to the objectives of DACAAI.

**Agenda Item 7 :** Election of MC

Presiding Officer informed that there were no nominations received by him to the call given to DACAAI members on 11.1.2024. The following members were elected unanimously :

1.     President : Shri Ravijeet Sehrawat, Surya Cargo Forwarders

2.     Vice President : Shri Gaurav Ghuwalewala, EDS international

3.     Secretary : Shri Vikas Porwal, POBC

4.     Joint Secretary : Shri Deepak More, SD Cargo

5.     Treasurer : Shri Roop Chand Baheti, Bhagwati Air Express

**Executive Committee Members**

1.     Mr. Rajan Joshi, Skylight Express Pvt Ltd, Ahmedabad

2.     Mr. Inderjeet Sehrawat, Carex

3.     Mr. Sajjan Sharma, Carico

4.     Mr. Govind Sharma Sai Freight Forwarders

5.     Mr. SS Rawat, Whiteline Airways

6.     Mr. D Raju, Balalji On Board Courier

New Committee Took Over :

**Vision for 2024-25 :**

The new MC thanked the outgoing Team. Shri Ravijeet Sehrawat & Shri Gaurav Ghuwalewala stated that they would need assistance and guidance of the previous committee in dealing with various issues facing the domestic sector and taking the DACAAI to further heights.

Following Regional Representatives will study 6 Airport CUTs in detail, collect data on various parameters and make a report based on which the issues will be taken up with the CTO regulatory agencies, Ministry of CA and others:

Delhi Airport : Mr Manoj Ghuwalewala

Hyderabad : Mr Jude, Palm Cargo

Ahmedabad : Rajan Joshi, Skylight Express

Bengaluru : Vikas Porwal

Delhi : Inderjeet Sehrawat

Kolkata – R K Ghosh, Royal Cargo

Mumbai : Abhishek Agarwala, EFS

**Members reassembled after Tea for Airline Members Meeting**

**Agenda Item 6 & 8 :** Issues & Challenges facing Domestic air Cargo Sector : Due to paucity of time and as most of the points were relevant to Agents and airlines were discussed after 5 30 when Airline Members join :

a)    Operational & Process Issues & Challenges with stakeholders,

b)    Infrastructural constraints at different Terminals

c)     Regulatory issues & solutions – AERA, MoCA,

d)    Growth of domestic sector – economics of domestic operation

e)    Uniformity of Charges – ‘One Nation:One TSP’

f)     Strive for Dwell time of D-180 & A+90 minutes for Delhi-Mumbai and D-120 minutes & A+60 minutes for all smaller terminals

g)     SLAs between Airline-Terminal-DACAAI

h)    Service Delivery Quality Monitoring mechanism

i)      Responsibility of missing, lost, damaged cargo, claims settlement

j)      Shippers Declaration – Using Annexure II

k)    DGR Cargo Handling

l)      Future Domestic air cargo Business Scenario – Small packages/direct shipments moving on Blue Dart

m)   DRAFT - DACAAI Members' Standard Business Practice Declaration

n)    Any other issue with permission of Chair

**Agenda Item 8 : Meeting with Airline Members**

**Issues & Challenges facing Domestic air Cargo**

a)    Synergising objectives of Airlines-DACAAI in domestic air cargo

b)    Bringing Efficiency of Operational & Ground Processes

c)     Impediments to Growth of domestic sector – to jointly work to increase footprint

d)    Competition with Surface : Strive for Dwell time of D-180 & A+90 minutes for Delhi-Mumbai and D-120 minutes & A+60 minutes for all smaller terminals (reducing dwell time)

e)    SLAs between Airline-Terminal-DACAAI

f)     Service Delivery Quality Monitoring mechanism

g)    Responsibility of missing, lost, damaged cargo, claims settlement

h)    Increasing viability of air cargo product

i)      Any other issue with permission of Chair

j)      Future Business Scenario, Domestic air cargo growth

Regulatory Issues

a)    Regulatory Tariff Mechanism

b)    Interaction with MoCA, BCAS, AERA

Shri Keku Gazder Moderated the Airline Member session. Opening remarks he mentioned that the move by DACAAI was welcome and was much needed with the challenges in the domestic sector.  He said domestic air cargo was 36% of the total air cargo in India. However, in his observation he found that share of domestic cargo is going down while overall it might have some increase. He stated that it is not the road alone to which air cargo is shifting. It is the rail that is cornering a major portion of the shift in air cargo.

The issues have been raised by DACAAI at various forums and Airline Members being on board DACAAI, being the main carriers of cargo would certainly make a difference since the air cargo product is at stake. He said, the stakeholders involved in processing of domestic air cargo need to understand this important aspect and address all issues with measures that help grow the domestic pie in the country. As the issues and challenges facing the air cargo sector are common, he suggested a common approach to issues how to go about it. The forum was opened for airline deliberation.

Airline representatives from Air India, Shri Sanjiv Sharma; Rajesh Singh, SpiceJet; Justin James, Akasa Air; Shri Satish, Indigo and Shri Amit Anand Vistara expressed their thanks to DACAAI for extending the membership since it is the DACAAI agents feed the air cargo from market to carriers. While the problems of agents and airlines are same, the Airline members were hopeful that this development will strengthen the DACAAI as both would cooperate in increasing the foot print of air cargo. It will be appropriate forum to take up issues that are common to both in order to sustain the capacity addition of more than 500-1000 aircraft in coming years. The airline members assured all assistance and support to DACAAI in all matters of domestic air cargo.

On the agenda points, airlines were unanimous to recognise need of synergising ACAAI & Airline objection and cooperation in matters of

i)               improvement in operational efficiency of ground processes;

ii)             improvement of infrastructure, commensurate with tonnage;

iii)            having SLAs among DACAAI- Airline-CTOs including the handlers;

iv)            service delivery monitoring mechanism & oversight;

v)             fixing a proper and ideal dwell time at airport process;

vi)            interacting with regulatory & facilitating agencies

vii)          increasing viability of domestic air cargo to contain shift to other modes of transport; and addressing future business sustainability.

viii)         Regarding the way ahead to go about achieving the objectives of DACAAI, the airline members suggested that DACAAI should extend the Membership to the CTOs as well so as to complete the chain. This step will enlarge the scope of DACAAI and provide a common ground to sit and address the common issues in which even CTOs are a party.

ix)            Besides, the airline members suggested that DACAAI should take membership of FICCI, PHD chamber. The airline members were informed that DACAAI was already a member with PHD CCI and ASSOCHAM and could approach FICCI too.

**AGM Concluded with thanks to the Chair**

**Dinner** : **1930 onwards**