

18/04/2020

To,

**Mr. Nirajan Hiranandani**  
**President,**  
**Associated Chambers of Commerce & Industry of India(ASSOCHAM)**  
**Corporate office,**  
**5, Sardar Patel Marg, Chanakyapuri,**  
**New Delhi-110021**

**Subject: Appeal to all exporters and importers for immediate payment of outstanding dues against logistics services and towards upcoming shipments.**

Dear Sir,

Logistics Service Providers are the backbone of Supply Chain in India for the EXIM trade. **CAI, AMTOI, FFFAI, ACAAI** members and logistics service providers have always stood shoulder to shoulder with exporters and importers throughout every crisis. We have always maintained the continuity of services even during the most challenging periods such as strikes, storms and other Force Majeure conditions.

As you are aware, the extreme Covid19 pandemic worldwide has adversely affected the revenues and cash flows of logistics service providers, the world over. While the 40-day lockdown in India has further aggravated this situation, further course and the direction of the lockdown and pandemic continues to remain a significant uncertainty.

All our domestic and overseas partners, vendors, contractors and sub-contractors are equally affected by the severe cash flow constraints, and lines of credit from them have understandably been withdrawn with immediate effect.

Services are now being provided by all partners and vendors only on a cash basis. Prior to the pandemic, Logistics Service Providers were already financially stretched to the maximum due to wafer thin margins and other factors; this has now made survival even more difficult. The moratorium on interest and servicing of existing loans is only a deferment of interest and not a waiver. In the absence of any income during the lockdown period, there is a huge financial burden on our members to pay salaries, rents, vendor payments, statutory payments, and admin expenses.

During this extraordinary and crucial period, we appeal to all EXIM customers for their utmost co-operations and understanding to help us continue to provide uninterrupted service. Therefore,

1. All Customers are requested to immediately release the outstanding payments for all invoices raised prior to the lockdown.
2. Clear all the import cargoes lying in the ports, airports and CFS' by paying all the applicable charges in advance.
3. For the next six months, all shipments will be handled only against 100 % advance payment.



4. We solicit your understanding to the fact, and the ground reality that post lifting of the lockdown, there is going to be a significant rush for clearance and movement of cargo and delays could be experienced due to the general chaos that follows such situations, shortage of labour, trucks and trailers for which our members will not be liable, and should not be held responsible.
5. Due to this unprecedented situation, our members have no option but to exercise the Force majeure clause and the doctrine of frustration u/s. 56 of the Indian Contract Act 1852 for all the contracts/agreements that have been entered by them.

We trust you will realise the gravity of the situation and appreciate our appeal, kindly consider our request favourably and oblige. In anticipation, we remain.

Thanking You,

s/d-

**A V Vijaykumar**

Chairman  
Federation of Freight  
Forwarders Association of  
India



s/d-

**Makarand Pradhan**

President  
Consolidators Association of  
India



s/d-

**Shantanu Bhadkamkar**

President  
Association of Multimodal  
Transport Operators of India



s/d-

**Sunil Arora**

President  
Air Cargo Agents Association  
of India



**18/04/2020**

Mr. V.S.Parthasarathy  
President,  
Bombay Chamber of Commerce & Industry (BCCI)  
"The Ruby", 4<sup>th</sup> Floor,  
29, Senapati Bapat Marg, Dadar West,  
Mumbai - 400028

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s/d-

**Sunil Arora**

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Air Cargo Agents Association  
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**18/04/2020**

To,

Mr. Vikram Shreekant Kirloskar  
President,  
Confederation of Indian Industry  
The Mantosh Sondhi Centre,  
23, Institutional Area, Lodi Road,  
New Delhi-110003

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Association of Multimodal  
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s/d-

**Sunil Arora**

President  
Air Cargo Agents Association  
of India



## Association, Chambers, Councils Contact Details

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mobile- 9820330603  
President: Mr. Ashish Vaid  
VP- Mr. Rajiv Podar

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President,  
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Email : [ajaysahai@fio.org](mailto:ajaysahai@fio.org)

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Chairman,  
Export Promotion Council for Handicrafts,  
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Sector – C. LSC, Vasant Kunj,  
New Delhi – 110 070

12. Mr. R Selvam,  
Executive Director,  
Council for Leather Exports,  
3<sup>rd</sup> Floor, CMDA Tower – II,  
Gandhi Erwin Bridge Road, Egmore,  
Chennai – 600 008

**18/04/2020**

Dr. Dinesh Dua,  
Chairman,  
Pharmaceuticals Export Promotion Council of India,  
201, Aditya Trade Centre,  
Ameerpet,  
Hyderabad - 500038,

**Subject: Appeal to all exporters and importers for immediate payment of outstanding dues against logistics services and towards upcoming shipments.**

**Dear Sir,**

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**Sunil Arora**

President  
Air Cargo Agents Association  
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**18/04/2020**

To,

Dr. Sangita Reddy  
President,  
Federation of Indian Chambers of Commerce & Industry, (FICCI)  
Federation House, 1, Tansen Marg,  
New Delhi-110001

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**18/04/2020**

To,

Dr. Ajay Sahai  
Director General & CEO  
Federation of Indian Export Organizations ( FIEO )  
Niryat Bhawan,  
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Opp. Army Hospital Research & Referral,  
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ICC Towers, 4 India Exchange Place,  
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Indian Merchants Chamber (IMC)  
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IMC Bldg, IMC Marg, Churchgate,  
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**18/04/2020**

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NIPCCD Campus, Hauz Khas,  
New Delhi - 110016

**Subject: Appeal to all exporters and importers for immediate payment of outstanding dues against logistics services and towards upcoming shipments.**

**Dear Sir,**

Logistics Service Providers are the backbone of Supply Chain in India for the EXIM trade. **CAI, AMTOI, FFFAI, ACAAI** members and logistics service providers have always stood shoulder to shoulder with exporters and importers throughout every crisis. We have always maintained the continuity of services even during the most challenging periods such as strikes, storms and other Force Majeure conditions.

As you are aware, the extreme Covid19 pandemic worldwide has adversely affected the revenues and cash flows of logistics service providers, the world over. While the 40-day lockdown in India has further aggravated this situation, further course and the direction of the lockdown and pandemic continues to remain a significant uncertainty.

All our domestic and overseas partners, vendors, contractors and sub-contractors are equally affected by the severe cash flow constraints, and lines of credit from them have understandably been withdrawn with immediate effect.

Services are now being provided by all partners and vendors only on a cash basis. Prior to the pandemic, Logistics Service Providers were already financially stretched to the maximum due to wafer thin margins and other factors; this has now made survival even more difficult. The moratorium on interest and servicing of existing loans is only a deferment of interest and not a waiver. In the absence of any income during the lockdown period, there is a huge financial burden on our members to pay salaries, rents, vendor payments, statutory payments, and admin expenses.

During this extraordinary and crucial period, we appeal to all EXIM customers for their utmost co-operations and understanding to help us continue to provide uninterrupted service. Therefore,

1. All Customers are requested to immediately release the outstanding payments for all invoices raised prior to the lockdown.
2. Clear all the import cargoes lying in the ports, airports and CFS' by paying all the applicable charges in advance.
3. For the next six months, all shipments will be handled only against 100 % advance payment.



4. We solicit your understanding to the fact, and the ground reality that post lifting of the lockdown, there is going to be a significant rush for clearance and movement of cargo and delays could be experienced due to the general chaos that follows such situations, shortage of labour, trucks and trailers for which our members will not be liable, and should not be held responsible.
5. Due to this unprecedented situation, our members have no option but to exercise the Force majeure clause and the doctrine of frustration u/s. 56 of the Indian Contract Act 1852 for all the contracts/agreements that have been entered by them.

We trust you will realise the gravity of the situation and appreciate our appeal, kindly consider our request favourably and oblige. In anticipation, we remain.

Thanking You,

s/d-

**A V Vijaykumar**

Chairman  
Federation of Freight  
Forwarders Association of  
India



s/d-

**Makarand Pradhan**

President  
Consolidators Association of  
India



s/d-

**Shantanu Bhadkamkar**

President  
Association of Multimodal  
Transport Operators of India



s/d-

**Sunil Arora**

President  
Air Cargo Agents Association  
of India

