



Need to Scale up Infrastructure
Sushil Kumar, Senior Advisor, SIAM



Tapping Opportunities in the Cold Chain; B Sumit Kumar, CEO, TCI Cold Chain Solutions Ltd

COASTAL SHIPPING CONCOR Venture into Coastal Waters

SKILL DEVELOPMENT Skilling Logistics Need the Right Way

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MARCH 2019

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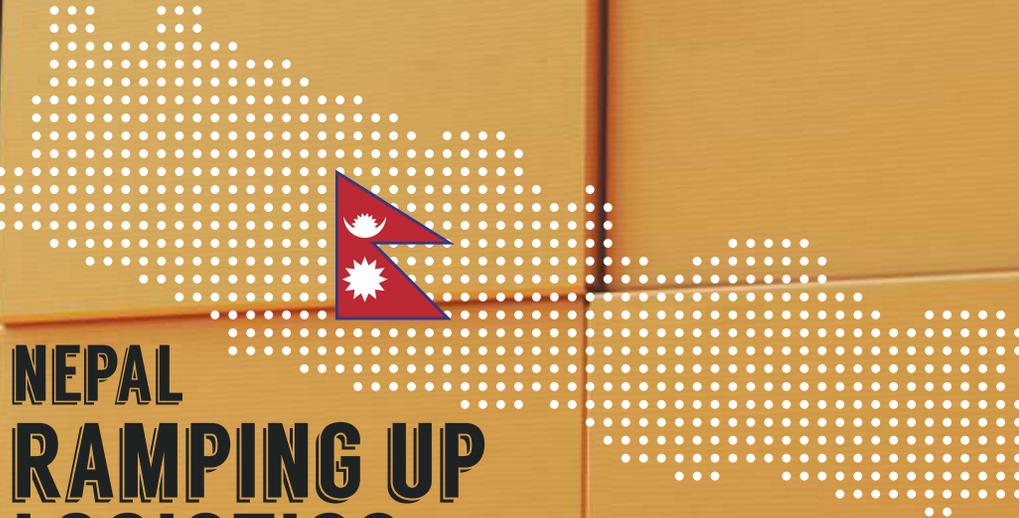
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COMPETITIVE TRANSIT TIMES AND EXCELLENT CONNECTIVITY

Hervé Martel, CEO, HAROPA Ports



NEPAL RAMPING UP LOGISTICS INFRASTRUCTURE

With a stable government in place focusing on industrial and infrastructure development, Nepal is looking forward with a renewed hope for better logistics facilities in its hilly terrain, to bring down its logistics cost and make exports more competitive in the global market

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Leading through continued transformation

Jawaharlal Nehru Port Trust is back into the spotlight with its slew of transformation initiatives that will further put the port on the fast track. The draft of JN Port-Mumbai Harbour channel is being made deeper and wider to handle large container vessel fleets from 6000 teus to 12,500 teus. A FTWZ will be developed at the major port's SEZ on 44 acres by Hindustan Infralog Pvt Ltd, DP World's Indian JV. Spread on 277 hectares the SEZ is being conceptualised for port-led industrialisation and is first of its kind major port multi product industrial complex in the country. It enjoys excellent connectivity globally and with the hinterlands due to its strategic proximity to sea port and the Navi Mumbai Airport making it a well-connected and convenient location for investment, mainly from automobile, engineering electrical, electronic, pharma and food processing industries. Currently approx. 75 acres of the SEZ has been successfully allotted to 16 companies, while bidding is in progress for 300 acres of land parcel. These projects once implemented will elevate the stature of JNPT among the leading global ports and also expand the country's business capabilities in the maritime sector.

Now a bit of flashback: In fact, in January 2019 while the global maritime community was just getting back to work following the New Year celebrations, this very major port jumped into the spotlight to become the only Indian port to get listed among the

top 30 global container ports in Top 100 Container Ports report by Lloyds. JNPT had notched up five spots, to be 28th on the list, compared to its previous ranking.

A relatively new concessionaire at the port - PSA International's Bharat Mumbai Container Terminal (BMCT) that had started full-fledged operations in February 2017 has soon settled into a speedier operating rhythm with marked productivity gains. In May last year it recorded average gross crane rate of 41.6 moves per hour compared to 35.6 moves in the previous month, recording the second best performance in India's busiest public port complex, following on the heels of DP World's Nhava Sheva (India) Gateway Terminal that topped the charts with a slightly higher crane counts of 42.83 moves per hour. But a point to be noted here is that BMCT has not yet revealed all its cards. Phase one of this terminal has a 2.4 million teu capacity and the phase II that will be up and running by 2022 will add an equal amount of further capacity.

These developments will surely put JNPT on a faster track to sustain and further improve upon the impressive performance the major port has been recording.



In January 2019 JNPT became the only Indian Port to be listed among the top 30 global container ports in Lloyds container ports report.



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COASTAL SHIPPING

CONCOR ventures into coastal waters

The nation's largest container train operator has just expanded its portfolio by venturing into coastal shipping. In fact it has made short-sea shipping more lucrative by offering door-to-door delivery

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LIFETIME ACHIEVEMENT AWARD

Maritime fraternity honours Joachim von der Heydt

Maritime fraternity honours Joachim von der Heydt for his contributions of 56 years in the Shipping industry and 33 years as BTL's Founder and Leader.

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BANGLADESH

Apparel

export trend of 2018

The past year was more colourful for the apparel industry as both local and FDI increased, exports to traditional and new markets got robust growth and a lot of new product range for export markets was developed.

SLS KOLKATA REVIEW

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Resurgent Kolkata: Exim growth

The session focused on the growing trade in West Bengal and in the eastern region as a whole and how the upcoming opportunities such as the eastern DFC could be best used by the shippers.

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Coastal Cargo movement & Transhipment

Growing coastal movement and transhipment on the east coast and high cost of logistics at Indian ports was brought to the fore. Shippers discussed their logistics bottlenecks and how they were being overcome.

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Emerging Logistics Scenario in Eastern and North East Region

Discussions during the session focused on development of inland waterways and how it could connect to neighbouring countries, streamlining documentation to enable shipments move on a single document and developments in the logistics sector in Nepal.



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EVENT REVIEW

The Unbroken Cold Chain

Pharmaceutical manufacturers and logistics service providers came together to identify gaps in logistics of temperature sensitive cargo that cause temperature excursions, compromising quality of the products.

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TRAXENS BY CMA CGM

Logistics excellence now just a touch away

TRAXENS by CMA CGM keeps you connected with your container throughout its end-to-end journey while transmitting vital data which can be used to further improve the safety and quality of cargo as well as logistical efficiency.

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SKILL DEVELOPMENT

Skilling logistics need the right way

A well-defined skill development strategy can be socially useful in creating employment on one hand and help logistics drive economic growth in the country on the other



NEPAL RAMPING UP LOGISTICS INFRASTRUCTURE

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COVER STORY

With a stable government in place focusing on industrial and infrastructure development, Nepal is looking forward with a renewed hope for better logistics facilities in its hilly terrain, to bring down its logistics cost.

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SPEEDWAYS LOGISTICS PVT LTD



WHO WE ARE

We are a dedicated team working united for the past three generations. Commitment, dedication, patience and excellence resulting to a good service has always been our motto and that's the passion that drives us. We at Speedways welcome you to venture into a world where we define Logistics Supply Chain Management towards a whole new level.

WHAT WE DO

Speedways, providing complete logistics solution to our customers with a one window service station by enabling all services when it comes to executing the supply chain management system. From freight forwarding to transportation of laden containers to warehousing cargo and crane hiring to customs clearing, a customer generally gets all the solutions under various departments of our firm when it comes to logistics.

CUTTING EDGE

"The one who innovates is the one who leads". Leading the industry in its own ways, we at Speedways never focused on doing different things but dedicated ourselves to do things differently. Accepting challenges and crossing hurdles, we have done what was feared to be taken as a thought, from handling huge volume of cargo in one go from customers end to the port, we accomplished it all and still are working towards a future brighter than our past.

MISSION

Gaining mass success with a remarkable reputation built over the years in the sector, Speedways has now made its existence in Kolkata, Haldia, Vishakhapatnam and Raipur providing the best service to our customers at a competitive price.

VISION

With the coming of Speedways Logistics PVT LTD, the company has now established its position in the industry providing "Total Logistics" solution with services provided for Transportation, Warehousing, Packaging, etc...

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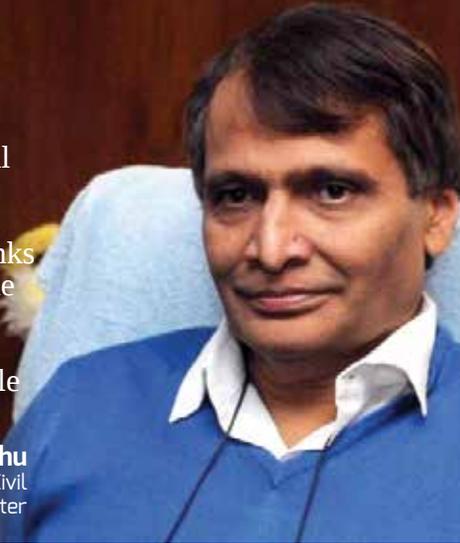
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“ The Logistics Portal will create an ecosystem for achieving highest efficiency in all aspects of Indian logistics. It will ensure ease of trading in the international and domestic markets and links all the stakeholders of the exim and domestic trade and movement, and all trade activities on a single platform.”

- **Suresh Prabhu**
Commerce and Industry and Civil
Aviation Minister



“ Shipping rates’ slump is the latest sign of economic slowdown. Freight rates for dry bulk and containerships, carriers of most of the world’s raw materials and finished goods have continued to plunge, a sign that the global economy is slowing significantly and showing very real signs of distress.”

- **Ashok Janakiram**
Chairman of Federation of Ship Agents
Association of India (FEDSAI)



“ The future of container handling is, without a doubt, electric. The equipment and systems available today give the possibility of looking at things from a wider vantage point, changing the entire terminal energy chain for the better.”

- **Henrik Häggblom**
Director, Equipment, Intelligent
Horizontal Transportation Solutions,
Kalmar.



“ Various Customs initiatives have resulted in a reduction of approximately 300 hours in import and export clearance time and lower transaction costs. Our procedures are in line for creating smart borders for seamless trade, travel and transport.”

- **Pranab K Das**
Chairman, CBIC



“ It is imperative that the industry – and the world – base discussions and actions to reduce emissions from shipping on credible and realistic projections. If not, we risk making the wrong decisions and spending resources ineffectively.”

- **Lars Robert Pedersen**
Deputy Secretary General,
BIMCO





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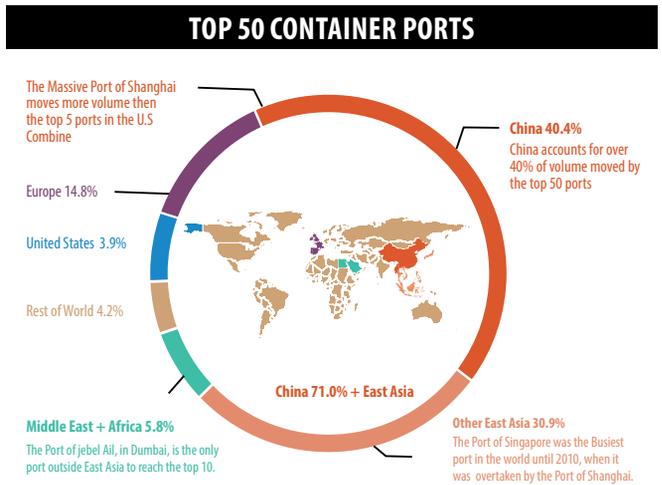
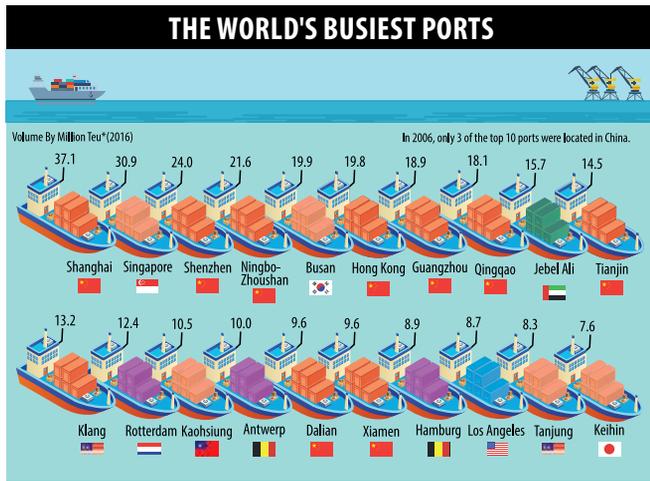
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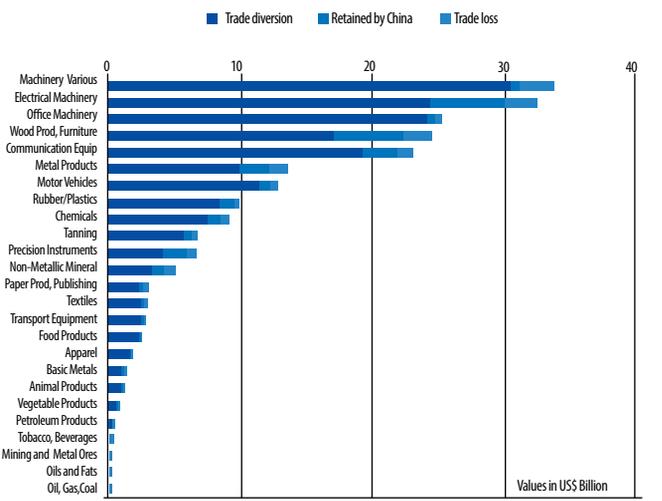
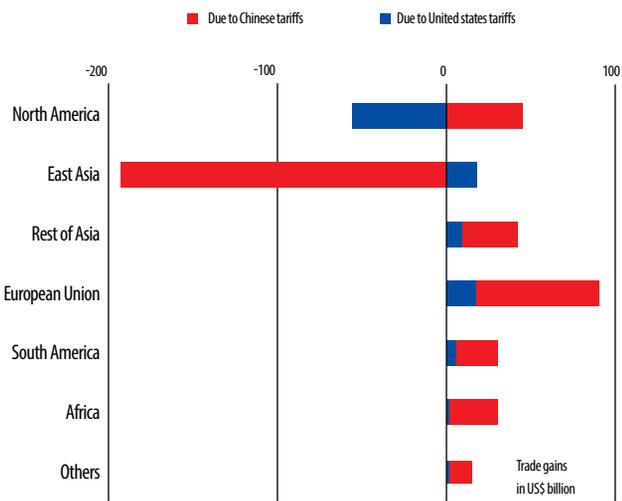
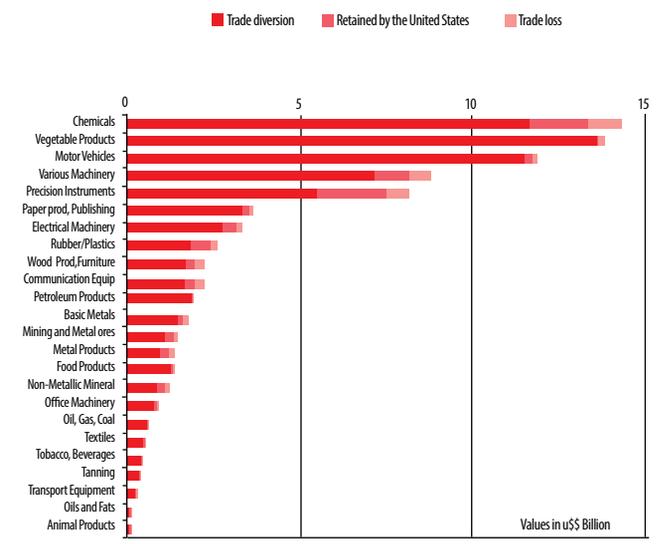
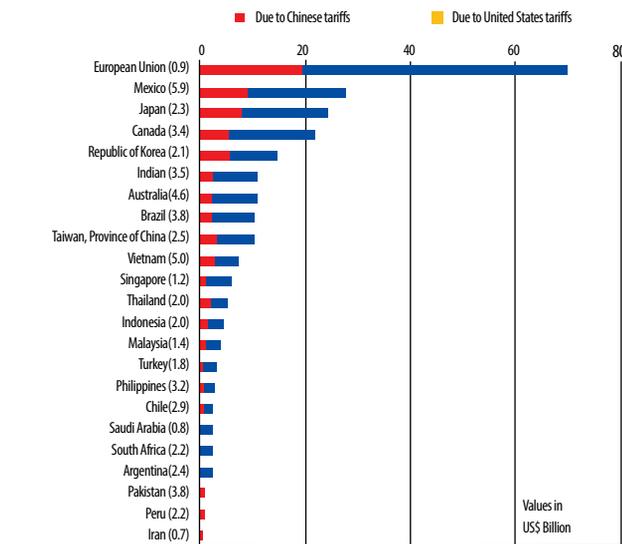
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NUMBERS & GRAPHS



WHO BENEFITS FROM US - CHINA TARIFF WAR?



Source: UNCTAD, Note: Numbers in parentheses represent exports gains as a percentage of total exports by the country in

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- ✓ Power Packs
- ✓ Workboats
- ✓ Etc.

Allcargo Chennai CFS gets nominated by Customs for 24X7 export activity



The nomination of Allcargo Logistics' Chennai CFS for 24X7 export activity by the Customs is a matter of great pride and honor for the company. It bolsters the company's initiatives to boost the

cargo volumes of the Chennai Port and deliver enhanced value propositions to customers through advanced cargo-handling capacities and other value-added services.

"With our Chennai CFS becoming functional 24X7, we will be able to expand our customer outreach significantly and provide our clients with state-of-the-art cargo handling services at any hour of the day. This development has boosted our resolve to continually boost our service competencies and build a robust Pan-India CFS network to facilitate seamless cargo consolidation. We recognize the invaluable contribution of our employees in working committedly and tirelessly for this stellar achievement to bear fruition," stated Prakash Tulsiani, CEO – CFS-ICD, Allcargo Logistics. Customs officers will be deployed in 3 shifts to ensure the station is manned between 11:00 am-2:00 am to boost seamless cargo transportation. The advantage of Chennai CFS, being in the closest proximity to Chennai port will be leveraged to the fullest extent.

UCC Software for Pipavav & Kandla

In yet another joint initiative of Customs and CFSAI, Sanjay Kumar Agarwal, Principal Commissioner, Kandla and Mundra, and Adarsh Hegde, President, Container Freight Station Association of India, jointly launched the "UCC Software" for Pipavav and Kandla. The launch was done through video conferencing in a simple ceremony. The software is developed for tracking and monitoring "uncleared and unclaimed containers" lying in Container Freight Stations at Pipavav and Kandla for more than 30 days and in some cases for many months and years.

Maersk pilots cargo movement on Inland Waterway

Maersk deployed 16 containers from Varanasi to Kolkata on the multimodal terminal on the river Ganga's National Waterway 1. The company flagged off the vessel '*M.V.Rabindranath Tagore*' loaded with 16 teu of empty containers that will be plying from multimodal Varanasi terminal to RR Jetty in Kolkata, a distance of 1,390 km. Now that Maersk Line is on board, the cargo from hinterland will directly move through the Bay of Bengal to and from Bangladesh as well as rest of the world.

DHL now live on ODeX for invoicing and eDO



ODeX India Solutions is now available to generate documentation on their platform for DHL Global Forwarding (India) for their e-commerce import shipments arriving in India. DHL customers can now retrieve their invoices and delivery orders via the eInvoicing and eDO facility exclusively on ODeX. Upon receipt of request for eInvoice or eDO through the ODeX platform, DHL will process this and share the requested document electronically via ODeX (on the ODeX website or via email).

With this new implementation, DHL customers will get benefits such as reducing travel and wait time at the DO Counter. It helps customers upload their documentation online for even Seaway or Express Release BL, increasing the visibility and turn-around time for these requests. This is valid for only the invoice, receipt and delivery requests made for LCL shipments arriving in DHL consolidation containers.

Container depot at Kottayam Port

On the heels of opening freight transportation through the inland waterways, a container yard that will act as a buffer between the export and

import cargo will soon break ground at the Kottayam port. The port authorities are awaiting an intimation from the Customs authorities denotifying a four-acre property in the port's vicinity for opening the storage area. The facility is expected to be operational in a couple of months.

"The yard will help repositioning and reusing of empty cargo boxes, in turn speeding up the turnaround time and removes the imbalance between inbound and out bound movements. Upon commissioning, this will be the second such yard to be opened in Kerala after Vallarpadam," said K.N. Roopesh Babu, General Manager, Kottayam port and Container Terminal Services Pvt. Ltd.

Karaikal Port flags off 150th rake from mechanized bulk cargo handling system

Karaikal Port's 150th cargo loaded rake from its mechanized bulk cargo handling system was flagged by the General Manager of Southern Railway, R K Kulshrestha in the presence of K Muralidharan, CEO, Karaikal Port and D. Udaya Kumar, Dy. Regional Manager, Southern Railways. Karaikal Port has reached this key milestone in just 3 months from inauguration of its mechanized bulk cargo handling system. The 150th rake was flagged off at Thiruvarur Railway Junction. The mechanized bulk cargo handling system was inaugurated by Hon'ble Chief Minister of Puducherry, Shri V Narayanasamy.

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Tata Motors along with Tata Motors Finance Group enters into a strategic tie-up with Kool-ex Cold Chain

Tata Motors along with Tata Motors Finance Group entered into strategic tie-up with Kool-ex Cold Chain Limited to supply 200 Fully Built Reefer Trucks manufactured by Tata Motors. Developing a unique one stop solution for Kool-ex Cold Chain Ltd, this tie up includes manufacturing of the specially built pharma compliant reefer trucks which will be covered under the Tata Sampoorana Seva umbrella of value added services and a complete funding plan by TMF Group, making the entire transaction a single window structure. The reefer units will be built on the popular Tata LPT 1613 MCV trucks and the Tata LPT 2518 Multi axle truck. Kool-Ex is all set to become one of the largest Pharma Cold Chain Logistics Service Provider in the country, It will also shortly enter the Cold Chain warehousing segment, with its first commercial project near Pune. Tata Motors Finance Limited will provide vehicle finance, while Tata Motors Finance Solutions Limited will provide mezzanine equity financing to the company.

Vizhinjam project Phase I by Oct 2020

Rajesh Jha, Chief Executive Officer, Adani Vizhinjam Port Private Ltd (AVPPL), said that 98 per cent of piling for the container berth had been completed and efforts to mobilise granite to complete the remaining 2.5-km section of the breakwater were on. Orders had been placed by the AVPPL for crane and other equipment from Japan and China. The first phase of the seaport project includes construction of a 3.1-km breakwater, an 800-m container berth and a fishing harbour.

September 1, 2018, was the 1,000-day target announced by Adani Group Chairman Gautam S. Adani after the pact was signed between the State and the AVPPL in August 2015. The AVPPL has a four-year deadline as per the pact and the work on the seaport was launched on December 5, 2015.

Cochin Shipyard's new yard construction at Nazirgunge

With an ambition to be a lead player in the Inland water segment which is rapidly evolving in the country, a Joint Venture Company in the name of Hooghly Cochin Shipyard Limited (HCSL) has been formed between Cochin Shipyard Limited (CSL) and Hooghly Dock & Port Engineers Limited

(HDPEL), in which CSL is the Major shareholder. The Ground-breaking ceremony of the Construction of New Yard at HCSL was performed by Madhu S Nair, Chairman, HCSL and CMD, CSL, at Nazirgunge in the presence of Vinit Kumar IRSEE, Chairman, KoPT, S Balaji Arunkumar, Dy. Chairman, KoPT and the Directors of HCSL on 16th February 2019.

HCSL intends to set up a modern shipbuilding and ship repair facility at Nazirgunge and Salkia, in close proximity to National waterways 1 & 2 equipped with a new side launching facility with sophisticated machineries in a phased manner. The project is expected to be completed in 24 months and the units will be fully operational by first quarter of 2021.

JNPT announces major strategic initiatives to drive the next phase of transformation



JNPT has announced key strategic initiatives as part of their inclusive growth and expansion plans aimed towards driving the next phase of transformation of the Port and to accelerate the overall growth of the maritime sector, in the country. The new projects include, increasing the draft of JN Port-Mumbai Harbour channel which will enable the port to handle large container

vessel fleets of 12,500 teus. Other projects are, foundation laying ceremony of development of Free Trade Warehouse at JNPT-SEZ which accentuates JNPT SEZ as a preferred investment destination and the unveiling of Shiv Smarak which is a recreational facility being developed within 111 ha land under 12.5 per cent PAP scheme, with the focus to promote art and cultural heritage and support in community building which will benefit the society at large. These projects once implemented will elevate the stature of JNPT among the leading global ports and also expand the country's business capabilities in the maritime sector, making it a preferred market for international trade.

Annick De Ridder is the vice-mayor for the port of Antwerp



Annick De Ridder is the vice-mayor for the port of Antwerp, urban planning and

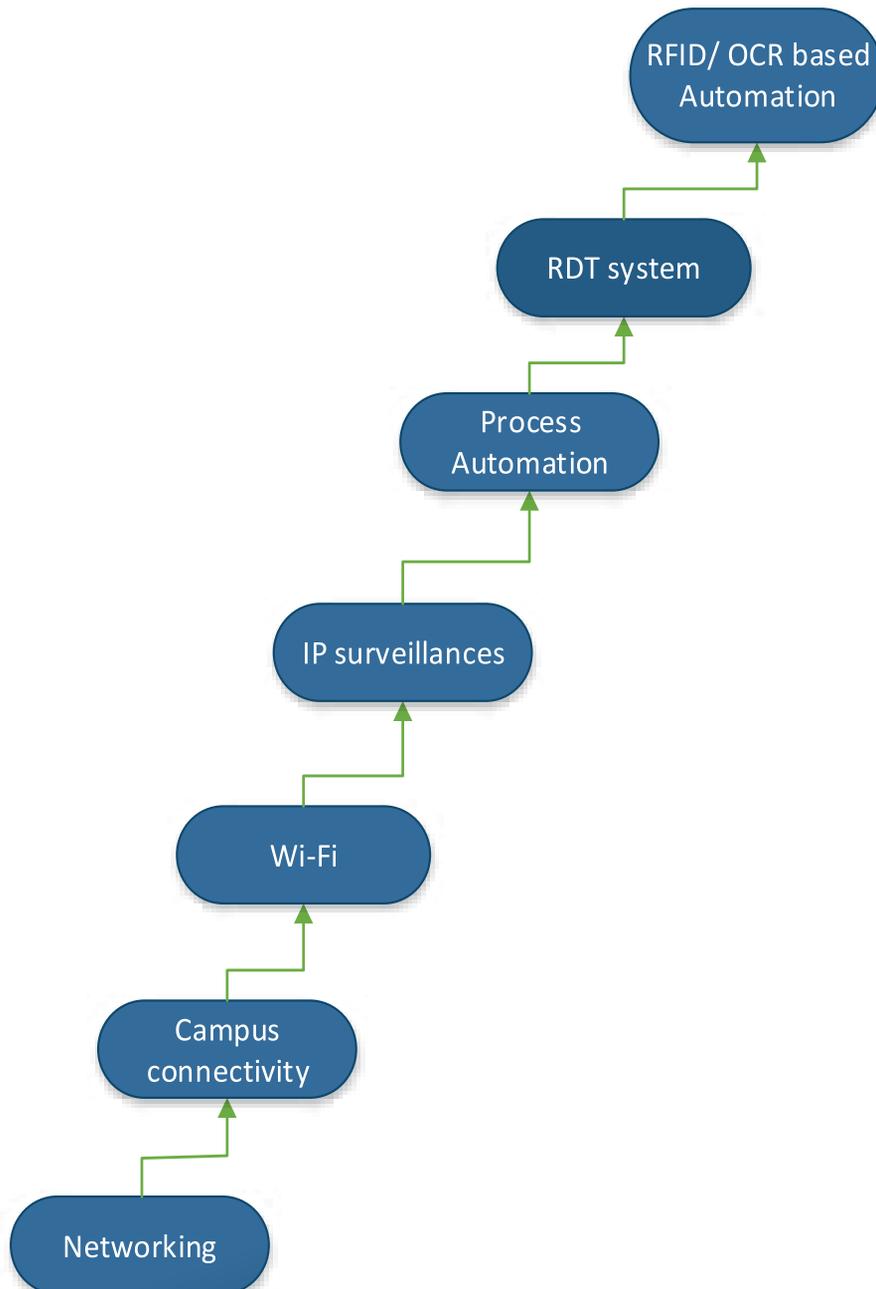
development of the City of Antwerp since 7 January 2019. Prior to this, she was a Flemish MP for 15 years, and a permanent member of the Committee for Mobility and Public Works. As a member of the Board of Directors of the Antwerp Port Authority and a member of Antwerp's City Council, she has acquired extensive knowledge about the port of Antwerp.

Annick De Ridder obtained a Master's in Law from the University of Antwerp, after which she was admitted to the Antwerp Bar, working as a lawyer for 9 years.

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DP World begins construction of Free Trade Warehousing Zone at JNPT



DP World has begun construction of the \$78m FTWZ project at Jawaharlal Nehru Port (JNP). The project is the second investment under the Hindustan Infralog Private Limited (HIPL). The Nhava Sheva Business Park is under development on 44 acres at JNP's Special Economic Zone (SEZ) under a long-term concession of 60 years and is expected to be operational by 2020. Its aim is to position India as a global trading hub and support the government's 'Make in India' campaign. Sultan Ahmed Bin Sulayem, group chairman and CEO of DP World, said: "On this project we will leverage our more than 30 years of experience developing free zones and economic zones around the world, working closely with governments to create business-friendly environments." Through the FTWZ, DP World aims to offer global and domestic traders and manufacturers reliable and fast movement of cargo and an improvement in the effectiveness of the supply chain.

HAROPA Ports expects auto spares cargo from India to grow



Haropa Ports, the 5th largest port complex in Northern Europe is confident of continued trade growth and movement of cargo in a host of sectors including auto spares set to reflect in growing volumes from India with enhanced, innovative & 100% digital logistic solutions in port procedures & offerings. "We expect enhancement of cargo throughput with auto-spares-parts being one dominant item growing in double digits," said Hervé Martel, CEO, Haropa Ports, at the conclusion of the week long India visit. He was leading a delegation to conduct meetings with Indian Exim trade community in Delhi, Chennai and Mumbai to explore more cargo synergies between India and France.

We have invested in cargo community systems & other innovative technologies and guarantee enhanced level of service, as part of our focus on SMART PORT, SMART CORRIDOR solutions to ensure smooth flow of goods at our ports, he said.

Global Ports Forum awards SAGT's Dhashma Karunaratne as the "Most Inspiring Woman in Ports"



Dhashma Karunaratne, Commercial & Marketing Manager at South Asia Gateway Terminals (SAGT) was awarded the "Most

Inspiring Woman in Ports 2019". Dhashma received the Global Ports Forum of Singapore award at a glitzy ceremony held at Dubai's Hyatt Regency Hotel. In her capacity as the Commercial & Marketing Manager at SAGT, Dhashma is responsible for executing the Commercial & Marketing Strategy. She drives initiatives for business growth integrating contractual performance monitoring & compliance. In her professional career she has held diverse roles, including Corporate Finance, Business Strategy, Management Accounting, Compliance and New Business Development.

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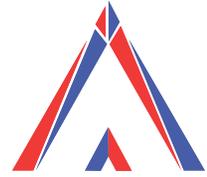
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NEPAL



Nepal looking to reduce trade deficit

Senior officials from Nepal and India met in Pokhara to review the trade treaty between the two neighbours. This is the second Nepal-India Joint Secretary-level meeting to review the trade treaty that was signed between the two countries in 2009. Nepal has requested India to help reduce its increasing trade deficit through free access for its products in Indian market. Both parties have agreed to recognise inland waterways as trade route in the trade treaty. Indian authorities have been positive towards the re-export of goods from Nepal to India and vice-versa. If this provision is introduced, Nepal can import goods from third countries via agencies of different multinational companies located in India. Importing goods from Indian agencies of global brands will be crucial in reducing the transportation cost for Nepali importers.

INDONESIA



Digital trade to be biggest support for Indonesian economy by 2030

Indonesia's digital trade is expected to be the biggest support for the country's economy by 2030, by helping commodities and manufacturing goods as well as services gain greater online market access.

Digital trade could create opportunity worth Rp 2.3 quadrillion (US\$172 billion) for the domestic economy alone by 2030, equivalent to 9 per cent of Indonesia's projected gross domestic product, from only Rp 125 trillion by 2017. The sectors that can benefit from digital trade include agriculture and food, education and training, consumer and retail, infrastructure, resources, financial services, manufacturing and health. Digital exports are also expected to grow by 768 per cent to Rp 240 trillion by 2030 from Rp 28 trillion in 2017, if Indonesia and its trade partners are willing to reduce trade barriers related to digital trade.

MYANMAR



Myanmar calls for bilateral agreement on cattle trade

With Chinese demand for cattle on the rise, Myanmar and China will soon sign a bilateral agreement for trading cattle at the border. An agreement to start an official barter system for cattle between Myanmar and the Yunnan Province government in China will soon be signed. For now, a temporary shelter is being set up in Kutkai in northern Shan State to check the health conditions of Myanmar cattle bound for export across the border. Although an official bilateral agreement legalising the trade has not yet been signed, China has already ordered one million head of cattle since 2017.

AFGHANISTAN



Exports from Pakistan on fast decline

Pakistan has virtually sustained mammoth blow in exports to Afghanistan by 41.57 per cent. The exports to Afghanistan have drastically tumbled to just \$1.4 billion in 2018-19 from \$2.6 billion in 2010-11 showing how fast Pakistan is losing its one and only captive market from its influence. Iran's exports to Afghanistan have increased to \$2.8 billion and out of which in first ten months financial year of Iran the exports to Afghanistan have climbed to \$2 billion as of June 20, 2019.

BANGLADESH



Saudi Arabia to invest in projects

Saudi Arabia plans to invest several billion dollars in more than 30 projects in Bangladesh, including setting up an aircraft repair and maintenance facility in Lalmonirhat. The plan is part of Saudi efforts to boost bilateral and economic ties between the countries. The oil-rich kingdom wanted to invest in commercially viable projects in Bangladesh, targeting oil and gas, fertiliser, cement, power plants, solar energy, and physical infrastructures. Apart from the projects, Bangladesh will also seek around \$1 billion as investment fund for its stock market and industrial finance. Bangladesh would propose half the money for stock market and the other half to be disbursed to private sector entrepreneurs.

SRI LANKA



National Policy for Maritime and Logistics Sectors

To understand the importance of a national policy for the alignment of maritime and logistics sectors to reap the benefits towards the development of Sri Lanka, the final draft of the National Policy for Maritime and Logistics Sectors presented to the Minister of Ports & Shipping and Southern Development, Sagala Ratnayaka.

One of the aims of this national policy is to encourage sustainable port development to cater to long-term forecasted growth in volumes of imports and exports and transshipment trades by sea, with a competitive and efficient port industry capable of meeting the needs of importers and exporters in a cost-effective and timely manner, thus contributing to long-term economic growth and prosperity of Sri Lanka.

MALAYSIA

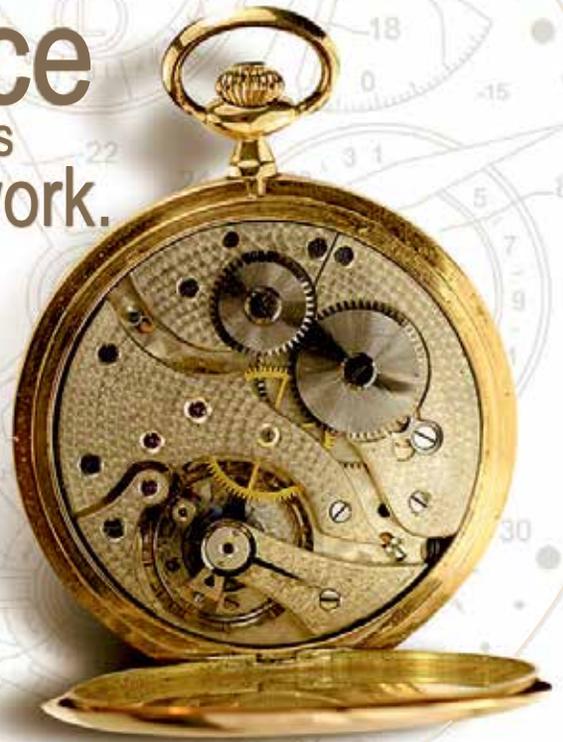


Malaysia-Japan halal logistics network

Northport (Malaysia) Bhd, Sojitz (Malaysia) Sdn Bhd and NL Cold Chain Network (M) Sdn Bhd plan to establish the Malaysia-Japan halal value chain initiative. This would create an end-to-end logistics network and facilitate halal trade between Malaysia and Japan. Under the MoU, Northport will provide integrated end-to-end logistics for import and export of halal products through Port Klang. Sojitz Malaysia will promote bilateral trade of halal products.

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NEPAL

RAMPING UP LOGISTICS INFRASTRUCTURE



With a stable government in place focusing on industrial and infrastructure development, Nepal is looking forward with a renewed hope for better logistics facilities in its hilly terrain, to bring down its logistics cost and make exports more competitive in the global market

by Omer Ahmed Siddiqui



Sitting in the lap of the mighty Himalayas, logistics has not been easy for this landlocked nation with a hilly terrain. A recent UNESCAP report reveals that the cost of logistics in a landlocked country is 15 per cent higher than the coastal countries and many of the senior logistics professionals and bureaucrats in Nepal bear witness to this fact. “Our logistics cost is very high, it shows that we are very weak in logistics infrastructure. We need joint ventures to develop logistics infrastructure in Nepal. We are trying to initiate our government to make the policy for the logistics development. We need joint ventures in this sector,” avers **Ashok Kumar Agrawal (Temani), Chairman, Road and Transit committee, FNCCI Kathmandu.**

The high logistics cost has directly impacted the international trade of Nepal which has seen trade deficit grow over the years. Nepal’s trade deficit with its major trade partners – India and China has been growing Y-o-Y as high logistics cost makes their exports less competitive. Nepal’s exports to India in 2017-18 were ₹46,604.8 million, while imports from India during the period were ₹8,09,814.2 million. Similarly exports to China were valued at ₹2,437.8 million, while imports from China stood at ₹1,59,636.3 million.

A major factor for the slow pace of logistics infrastructure development in Nepal has been the political instability, points out Temani. “Due to political instability the economy has suffered from last several years. The local development elections was pending from last 20 years and the same situation has been for the parliament elections due to making process of new constituency in the country.”

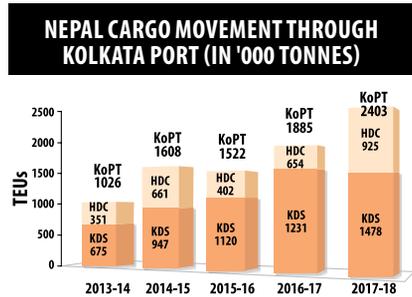
With a stable government in place, the first Nepal has enjoyed in over a decade, there are hopes that more jobs will be created, new industries will be set up, and infrastructure – such as roads,

airports, and hydropower projects – will be built. And Prime Minister, Khadga Prasad Sharma Oli (K P Oli) known as a “man of his words” is ready to deliver. The focus will be broadly on four areas: agriculture, energy, tourism, and infrastructure development. On the infrastructure front the new government plans to construct and upgrade highways and build railways.

The global Logistics Performance Index (LPI) report prepared by the World Bank last year shows a marked improvement in customs procedures, trade logistics quality, tracking system and timeliness of delivery that has put Nepal at 2.51 on the LPI as compared to 2.38 in 2016. The country's index in customs efficiency was improved to 2.29 from 1.93. However, the improvement in quality of trade and transport related infrastructure has been a bit slow with a fall in index to 2.19 from 2.27.

An array of initiatives are being taken by the government to improve the logistics infrastructure. The landlocked nation is surging ahead with plans to create a national shipping line. Prime Minister, Khadga Prasad Sharma Oli recently opened the Nepal Ship Office in Ekantakuna just to the south of the capital Katmandu, near the banks of the 600 km-long Bagmati River. Going by Oli's vision the Nepal flag will soon be seen moving in oceans across the globe. Three years ago, during his first stint as Prime Minister, K P Oli had voiced his vision of “Ships flying the Nepali flag will sail in the Indian Ocean and the Pacific Ocean.” Oli aims to buy ships for riverine trade through the mountainous country for onward shipment through Indian ports, likely by rail connections.

Giving a brief overview on the movement of Nepal cargo from third countries through Indian ports, **J Bhandary, MD, Translog-Ship Pvt Ltd** says, “Total inbound logistics towards Nepal coming from third countries is around 90,000 teus per annum, of which around 30 per cent is coming through Vizag Port and the remaining 70 per cent through Kolkata Port. Maersk Line has recently started providing connectivity from Vizag Port up to ICD Birgunj and is offering assurance to not have any contra-detentions until the cargo reaches to



ICD Birgunj. Maersk is offering a five day free time for importers to return the containers at ICD Birgunj and this proposition is very attractive for importers in Nepal. Earlier, containers moved through road from Indian ports to Nepal and in the process the free time was getting exhausted resulting in extra charges for the importers.”

“Now Kolkata Port has come forward with ECTS wherein a similar sort of service that Vizag offers is being given to importers. This has made the role of CHAs in Kolkata redundant - there are about 44 CHAs operational in Kolkata currently. Moreover, the ECTS is going to eat into the business of the road transport operators as well, over a period of time, sparing a few operations like project cargo, reefer containers and LCL, but major cargo are going to be moved by CONCOR. In future, all the third country shipments coming to Nepal will be moved by CONCOR, until some private rail operator steps in. But CONCOR has to improve its services as well because if sufficient rakes are not moved then containers get piled up in Kolkata and Vizag Ports. The single gauge line from Muzaffarpur to ICD Birgunj needs to be made double gauge to expedite movement of cargo. From Muzaffarpur to Raxaul the double gauge line is under construction.”

Earlier, about 2000 containers per month moved from Indian ports to Nepal, but with the ECTS facility the number may go up to 5000 containers. Making a rough calculation of the number of rakes required Bhandary says: even if one rake moves 90 containers, for moving 5000 containers per month atleast more than 50 rakes is required per month. In this scenario atleast two rakes have to be moved per day, as compared to the current scenario of one rake daily.

Trade through Kolkata Port
Historically, Kolkata Port has

always been the major partner in handling overseas trade of Nepal. Kolkata Port shares more than 90 per cent of Nepal's third country traffic in volume terms. Of the total trade happening through Kolkata Port, around 98 per cent accounts for imports, mainly fertilisers, Iron and steel, vegetable oil, pharmaceuticals, rapeseed, rice, peas, electronics and chemicals. Exports mainly consist of woollen carpets, garments, leather goods, sesame seeds, niger seeds. In the year 2013-14 about 10,26,000 tonnes of Nepal cargo was handled at Kolkata Port (675000 tonnes at Kolkata Dock System and 351000 tonnes at Haldia Dock Complex). These volumes increased to 24,03,000 tonnes (14,78,000 tonnes at Kolkata Dock System and 9,25,000 tonnes at Haldia Dock Complex), marking a 134 per cent growth during the period and a CAGR of 23.7 per cent.

Kolkata Customs has notified a new simplified procedure for movement of Containers by rail from Kolkata to Nepal. The facility, which was first adopted at Visakhapatnam Port is being extended to Kolkata Port on request from the Govt. of Nepal. Under this system, the Indian Customs have waived the requirement for a Nepal's importer of filing a Customs Transit Declaration (CTD) at Kolkata Customs. The entire documentation for transit of container is provided by the shipping line and the Nepal traders are not required to interface with Indian Customs. Hence, the import for Nepal's traders becomes a seamless process, which only begins by filing a declaration at the Nepal. This process is similar to transshipment of containers from a Port to any Inland Container Depot. The new process greatly reduces time and the end-to-end cost for Nepali traders (roughly per container savings of \$200). The predictability of dispatches are also higher.

Facilities offered at Kolkata Dock System for Nepal cargo

- Nepal-bound containers get a rebate of 10 per cent on composite box rate.
- Rail-bound Nepal containers get 20 days storage free time.
- Rent free period of 10 days after landing for Nepal road containers
- Break-bulk Nepal cargo gets a week free time after last landing date.

- Major shipping lines have extended benefits like 14-21 days detention free time for Nepal with free drop off at ICD Birgunj.
- Additional 35,000 sq.mt area being developed at container terminal to ease pendency of containers.
- Special Nepal customer care cell with a nodal officer for close cooperation with Nepal trade
- Direct Port Delivery allowed for Nepal containers.
- Electronic Cargo Tracking System (for GPS tracking, intermediary free environment for transshipment of Nepal rail boxes from Kolkata implemented from 15th February 2019 which brings down the dwell time, detention and improve logistic efficiency.

Facilities offered at Haldia Dock Complex for Nepal cargo

- Transit storage Plots for Nepal bound cargo allotted up to 180 days without any penal charges
- No demurrage/penal charge for occupancy beyond 180 days, provided Indents for cargo movement by rakes are filed after observing necessary Port & Customs formalities, at least 7 days before expiry of plot license. Such benefits not extended to the Indian importers/ exporters.
- Concessional box rate for haulage & terminal charges (50 per cent discount in the existing haulage & terminal charges).
- Extension of free time up to 20 days for storage of rail bound Nepal import containers and upto 10 days for road bound Nepal import containers.
- Proposed to increase free time up to 20 days for storage of road bound Nepal import containers.

Kolkata Port has allotted 4886.15 Sq. m land at CGR road in the vicinity of N S Dock for Nepal Transit Warehousing Corporation Ltd. to develop CFS. About 6985 Sq m. of open land has been allotted at Haldia Dock interior zone. Hardstand / Bare land is also allotted inside the dock for transit storage of Nepal bound cargo.

Visakhapatnam Port

Movement of Nepal traffic through Visakha Container Terminal started in June 2017. While imports to Nepal are happening on a regular basis, exports are yet to kick start. The terminal handled 2171 teus in 2017 and 15093

Khadga Prasad Sharma Oli
Prime Minister of Nepal



The focus is on infrastructure development and to minimise cost, time and risk of trade by introducing smart logistics services. Ships flying the Nepal flag will sail in the Indian Ocean and the Pacific Ocean soon. Nepal has recently established a vessel registration office as well.

H.E. Eaknarayan Aryal
Consul General of Nepal in Kolkata



The logistics cost of Nepal is very high compared to other landlocked countries. To make logistics smart India and Nepal are connecting their waterways. Indo-Nepal trade transit treaty and railway service agreement are being amended. New logistics act will be developed. While road and rail services are being planned for better connectivity, new CFS and ICD are being planned to meet the growing cargo needs and to reduce congestion at the existing dry pots.

Naresh Kumar Agarwal
Treasurer, NEFFA



Nepal government has established a trade facilitation committee, as far as Customs are concerned the revision of stamp act is in process. The government aims to have atleast one CFS in each state. In addition 9 ICDs are planned in locations including Lhasa, Tatopani on the China border.

teus in 2018. Major commodities imported include food products, pulses, machinery, steel, electricals, chemicals, cashew, garments, seeds, wood, glass, building material, oils and fuels, furniture and ceramics.

Services to Nepal cargo movement

- With 2 on dock rail-sidings at VCT, import containers are loaded on rakes to ICD Birgunj creating a seamless movement to the Nepal trade.
- Engine on load facility offered for Nepal rakes
- With post document receipt the rail turnaround time is average 3 to 4 hours
- Modern equipment at VCT facilitates faster turnaround time of vessels
- Direct B/L to ICD Birgunj (Nepal) is offered by lines via Vizag for a seamless movement
- One point contact offered by shipping lines
- Unwarranted detention and demurrage charges eliminated

Exclusive port road connectivity connecting Visakhapatnam Port and the National Highway and Vizag is on the golden quadrilateral. Well established rail connectivity from VCT to ICD Birgunj (Nepal) where the rakes are provided by CONCOR. Transit time is only 4-5 days to ICD Birgunj. Direct main line services are available from / to China, Korea, Philippines & Jebel Ali.

In addition to Kolkata and Vizag Port, in a recent joint secretary level meeting, Nepal has requested access to other ports on the west coast including Mundra in Gujarat and Dhamra in Odisha to facilitate trade with other nations. While India has given a positive reaction to the proposal but a concrete agreement is yet to be made.

Services offered by CONCOR

CONCOR has dedicated rakes, terminals for moving Nepal cargo and the CTO has taken new initiatives like the ECTS with the help of Customs, reveals **Syed Abdul Rahman, IRTS Group General**

Manager, CONCOR - Eastern Region. "CONCOR has no dearth of rakes and our main focus in



the eastern region is to clear Nepal container on priority. Currently even the turnaround time has reduced for rakes. Earlier there were restrictions on the movement of rakes due to congestion issues in the route, but they have been brought down to minimum as railways has reduced the loading in conventional railway wagons and are promoting container loading.”

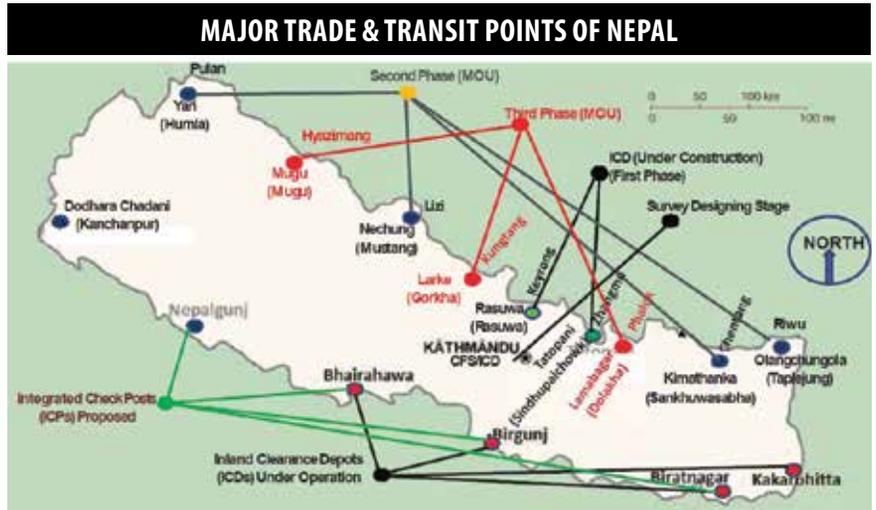
“Further expanding services to Nepal, CONCOR started a new service to Biratnagar last year and from March 2019 onwards atleast three rakes per month will move to Biratnagar regularly. Without opening Biratnagar and diverting some containers from Birgunj to Biratnagar there is little possibility of increasing the service, because Birgunj is already saturated. Earlier we used to load 30-35 rakes per month for Nepal, but after movement started from Vizag Port the two ports together load about 45 rakes for Nepal. So trains to Birgunj have increased from 35 to 45 which has resulted in congestion at Birgunj. So to serve Nepal better we need to divert cargo to Biratnagar.”

Infrastructure development in Nepal

Improving connectivity to Nepal a new railway line is being constructed connecting Janakpur in south-eastern Nepal to Jay Nagar in Bihar. It is expected to bring down the logistics cost for Nepal. The Kathmandu – Terai/Madhes Fast Track Road Project will reduce the time for connecting Kathmandu to Terai region from 4 hours to one hour and will also cut the logistics cost for moving commodities. An Outer Ring Road is being planned that connects all the three old cities in the valley with the newly formed municipalities. Of the total length of the Outer Ring Road, 35.08 kilometres will lie in Kathmandu, 15.80 km in Lalitpur and 21.05 km in Bhaktapur.

Upcoming dry ports

To meet the demands of growing cargo movement an international dry port is being developed in Chovar, Kirtipur municipality. It will ease congestion in existing dry ports. A new dry port is being constructed in Rasuwagadhi on 8.5 hectares of land. It will comprise integrated inspection building on 5,000-square-metre, cargo warehouse covering 750 square metres and parking lot for 315 freight vehicles, separate terminals for import



and export and two appraisal sheds of 2,080 square metres. Another dry port is being developed at Chobhar at a cost of \$22 million which is part of the Nepal-India Regional Trade and Transport Project and will be ready by January 2020. It will reduce traffic congestion at ICD Birgunj and other ICDs at the bordering towns as the containers can directly be ferried to Chobhar with the help of electronic cargo tracking system (ECTS) and the customs clearance process will be carried out at Chobhar dry port. The dry port will have the capacity to accommodate 626 containers of 20-foot each, parking facility for 205 trucks, loading and unloading facilities, and six warehouses.

The proposed Dodhara Chadani dry port is located in Kanchanpur district of Province 7. With expansion of industrialisation in Uttaranchal of India and proximity of Nepal’s proposed dry port with railway line and Asian Highway on the Indian side, this infrastructure is expected to be critical for the far western region of Nepal. Around 70 hectares of land will be acquired for the project. The Nepal Intermodal Transport Development Board has started groundwork for the construction of ICD at Korala, Mustang on the Nepal-China border.

Unlocking inland waterways

Nepal has more than 6000 rivers with cumulative length of 45,000 km which can be used to connect to international waters. But lack of institutional and physical infrastructure has left inland navigation as an untapped sector. All rivers in Nepal

drain into Ganges and are a part of Ganges River Basin. Connecting Nepal’s waterways to Indian waterways can open a new alternative



trade route. Detailing on inland waterways connecting to Nepal, **Shashi Bhushan Shukla IRS, Member (Traffic), IWAI** says, “IWAI is

developing NW-1 Ganga – Bhagirathi – Hooghly waterways from Haldia to Varanasi at a cost of Rs.5,369 crores. This project involves developing a terminal at Kalughat which will be at the Nepal side for handling containerised cargo. Most of the containers which are today going from Kolkata or Haldia by road to Birgunj and Biratnagar, they can move through waterways seamlessly upto Kalughat and from there it can be taken to Nepal. So it will reduce not only the Customs requirements and detention, but also the logistics cost. Until Kalughat is in operation, Sahabgunj terminal which is going to be operational in May 2019, can also be used for containerised cargo movement to Nepal. The terminal at GR Jetty can also handle containerised cargo. To ensure round the year movement of cargo, up to Sahebgunj 3mts draft will be maintained from Kolkata or Haldia. IWAI has invited private sector participation in not only operation and management of terminals, but it has also come out with a land leasing

DIRECTION OF FOREIGN TRADE*

	Annual			(Rs. in million)	
				Percentage	
	2015/16	2016/17*	2017/18*	2016/17	2017/18
Total Exports	70117.1	73049.1	81191.6	4.2	11.1
To India	39493.7	41449.2	46604.8	5.0	12.4
To China	1681.5	1701.5	2437.8	1.2	43.3
To Other Countries	28941.9	29898.4	32149.0	3.3	7.5
Total Imports	773599.3	990113.2	1242826.8	28.0	25.5
From India	477212.6	633669.6	809814.2	32.8	27.8
From China	115694.3	127245.0	159636.3	10.0	25.5
From Other Countries	180692.4	229198.6	273376.2	26.8	19.3
Total Trade Balance	-703482.2	-917064.1	-1161635.2	30.4	26.7
With India	-437718.9	-592220.4	-763209.4	35.3	28.9
With China	-114012.8	-125543.5	-157198.5	10.1	25.2
With Other Countries	-151750.5	-199300.2	-241227.3	31.3	21.0

policy wherein operators will be given land on lease for warehousing and storage facilities, they will operate the vessels and develop jetties on their own investment.”

Government initiatives

The government has decided to set up the Nepal National Single Window (NNSW) and converge it with the regional single window to interchange data and information for paperless trade facilitation. Similarly, the Exim Code has already been implemented. Initiatives in customs modernization such as ASYCUDA World and ASYCUDA++ are also moving ahead side by side. Now all these initiatives need to be integrated with the regional mechanisms in order to ensure a smooth flow of logistics.

Nepal government is taking a number of initiatives for ease of doing business says **Ashok Kumar Agrawal(Temani), Chairman Road and Transit committee, FNCCI**



Kathmandu. “A major focus has been to develop domestic raw material based industries like cement, Argo, sugar mill, hydroelectricity etc. Banking processes in Nepal have been streamlined a lot to facilitate trade, especially policies have been framed to provide easy business loans. A single window policy has

been implemented for granting all approvals and providing information. The government is very proactive in attending to the needs of the private sector and in this context Taxation system has been made easy and transparent. Import and export policies are being tuned to provide maximum benefit to the traders.”

Trade finance

Three factors play key role in smooth movement of trade: Seamless movement of goods, flow of information and flow of finance. While we've been emphasizing on seamless flow of goods, the other two factors have been quite neglected. Even among them, the flow of finance is the most neglected one which is particularly due to the existing foreign exchange control mechanism. Traders often face problems in transferring Indian currency to make payments to Indian suppliers because of the recurring shortage of INR in the domestic banking system. “There is a need for establishing a mechanism which would enable traders to transfer additional money to suppliers and freighters during noticeable fluctuation in foreign exchange rates after receiving permit from the Nepal Rastra Bank,” suggests **Rajan Sharma, Former President, NEFFA.**

Logistics issues



India's transshipment mechanism requires Nepal to use Indian trucks and railways to import goods. Sometimes it takes weeks for Nepal-bound cargo containers to reach the ICP at Raxaul from the Kolkata Port using rakes provided by Concor. “Even in Nepal movement of cargo takes a beating due to narrow roads which are not properly maintained and worn out condition of old bridges. The government is currently focusing on improving the road sector by broadening the roads and creating bypass wherever required to ease traffic flow,” shares Rajan Sharma. Lack of proper vehicles for moving cargo, inadequate handling equipment at the dry ports and insufficient warehouses for both normal and perishable cargo further add to the woes of the shippers. A proper mechanism for movement of logistics is lacking, so heavy trucks within the city block roads. Most of the cities lack intermodal transportation system.

Service at inland ports/ dry ports

Quality of service at inland ports and dry ports is not up to the standard as regards to space management, availability of handling equipment, cleanliness and maintenance of the facilities, pollution control, labour management issues etc. “Actually the ICDs were made with a very short vision of handling containerized cargo, but they are also handling more of loose or dirty cargo as the volume has increased. More dry ports are required to be developed in the western region,” suggests Rajan Sharma.

Integrated Check Posts (ICPs)

The ICP's developed for immediate clearing of cargo using automated systems have come into operation in a traditional manner resulting in mismanagement. Issues including lack of parking space, lack of equipment, small size of warehouses delay the movement of cargo at the ICPs.

Exporters complain for lack of proper place for appraisal of goods, re-packaging, mishandling. There is also shortage of trucks, railway rakes and shipping containers. Due to this mismatch in the demand and supply of railway rakes many times exports fail to meet the delivery deadlines. Further, perishable commodities and those with expiry dates are lesser in volumes and so they are not moved on priority basis by CONCOR. 

CONCOR ventures into coastal waters

The nation's largest container train operator has just expanded its portfolio by venturing into coastal shipping. In fact it has made short-sea shipping more lucrative by offering door-to-door delivery

by Vijay Kurup

CONCOR has broken free from ranks of the Container Train Operators and reached out to hitherto uncharted waters of coastal shipping or short sea shipping. It had sought to consolidate its status as a major logistics operator in India, when it launched its first coastal shipping services on 10th January 2019 from Kandla International Container Terminal at Deendayal Por Trust, to VOC Chidambaranar Tuticorin via Mangalore and Cochin ports. This was the phase 1 of their initiative in coastal shipping.

The relaxation of Cabotage law, the creation of coastal infrastructure at ports, the simplification of documentation and procedures and 40 per cent discount on vessel and cargo related charges are some of the steps being taken to promote movement of coastal cargo. According to the National Perspective Plan of Sagarmala, a total potential of 320 MT per annum by 2025 of movement by coastal/inland waterways has been identified.

In its latest venture, in the coastal operations, CONCOR intend to deploy, two vessels each of 22,000 DWT. The vessels would have a capacity of 700 teus. It would be a

CONCOR WEEKLY SERVICE FROM KANDLA				
Sl No.	From Port	To Port	Sailing Day	Arrival at destination
1	Kandla	Mangalore	Friday	Sunday
2	Mangalore	Cochin	Monday	Tuesday
3	Cochin	Tuticorin	Wednesday	Thursday
4	Tuticorin	Kandla	Friday	Thursday

weekly service from Kandla, providing end to end transportation involving road, rail and sea transport.

They would be providing multimodal transportation for categories of (a) domestic containerised cargo, (b) EXIM containerised cargo, (c) bulk cargo, and (d) breakbulk cargo. The service encompasses to have first and last mile connectivity, by offering door to door service involving multimodal transportation of road rail and sea. CONCOR will also arrange port handling of loaded and empty containers.

The commodities that are being targeted from Gujarat are: ceramic tiles and sanitary ware, Bentonite powder, Soda Ash, consumer durables etc. To make the movement viable, in the return journey they hope to target coir and rubber products from Kerala.

The other range of commodities include cement, steel, food grains, automobiles, fertilizers, etc. They hope to bring into their ambit the containerised movement of cotton and sugar. The volume in the first phase of operation is expected to be about one million tonnes per annum. The spokesperson for CONCOR said that even if they were able to capture 10 per cent of this volume they would be carrying 2700 teus per month.

With this coastal movement they also hope to correct the perennial imbalance between north and south, by bringing in empty and light weight cargo from south.

In the phase 2 of the operation, CONCOR aims to extend a similar service on the east coast of India, connecting ports like Kattupalli, Visakhapatnam, Krishnapatnam, Paradip and Haldia to Tuticorin. In the second phase they hope to add 1 million tonnes of cargo. The service is expected to go international to connect Colombo, Chittagong and Myanmar.

This venture into the coastal water would bode well for the minor ports in the region. It is bound to give a fillip to their volumes. Further this move would integrate coastal shipping into the transport network on similar lines of inland waterways. [mg](#)



Maritime fraternity honours Joachim von der Heydt

Maritime fraternity honours Joachim von der Heydt for his contributions of 56 years in the Shipping industry and 33 years as BTL's Founder and Leader.



Maritime Gateway Honours **Joachim von der Heydt** with Lifetime Achievement Award. L to R: **Ramprasad**, Editor-in-Chief & Publisher, Maritime Gateway, **Sabyasachi Hajara**, Former Chairman, SCI, Chairman, Editorial Advisory Board, Maritime Gateway; **Vinit Kumar IRSEE**, Chairman, Kolkata Port Trust; **Joachim von der Heydt**, Former Chairman, Bengal Tiger Line, Singapore

Bengal Tiger Lines or BTL as it is called, today commands the movement of cargo between transshipment hubs and Indian ports. Started in 1986 this common carrier feeder operator was the brain child of Joachim von der Heydt as he recognised the potential in the shuttle concept which became a big hit as evident from the levels of support it received from mainline operators in Bay of Bengal. Today as Joachim retires having rendered yeoman services to the maritime sector for more than 6 decades, he looks back at his journey with immense satisfaction.

Born on 26th January 1942, a German national Joachim survived the difficult post World War II years as a child. He completed his boarding School at High Timmendorfer Strand before doing a Master Shipping Apprenticeship with Axel Dahlstroem in Hamburg. This set him on his marine career where some early postings to Spain allowed him to control the Spanish speaking Cubin trades as Line Manager for Moseto

Pineiro and as General Manager for Richard Wolff – traditional Shipping Agency Houses in Hamburg.

However his entrepreneurial desire to be his own boss quickly witnessed the establishment of Transnaval Schiffahrtsgesellschaft mbH & co KG as early as 1974 – a company still existing today some 45 years on... for which he remains the Founder and Managing Director. After some initial forwarding and trading project years, forays into Liner business from Europe to the USA and West Africa and then later to Paraguay in South America cemented his expertise in niche developing trades and it was therefore no surprise that in 1986, whilst inspecting one of his container ships on charter to SCI, he established Bengal Tiger Line as one of the pioneering Feeder Operators in India. Today some 33 years later, and having moved in excess of 22 million containers to/from Indian shores, BTL is a renowned operator in the region with HQ in Singapore – it being Joachim's foresight to move the

company from Cyprus to Asia's hub.

It was Mr Heydt's concept to develop "shuttle" connections rather than lump together too many Indian port calls and this allowed schedule integrity thereby guaranteeing connectivity at the hub ports of Colombo, Port Kelang or Singapore. As a result business flourished and a great indebtedness is owed by EXIM to BTL and their service efficiencies.

In 2002 Joachim recommenced his container shipbuilding program with 3 x 2700 teu Interasia/Feeder class vessels which his Passat Ship Management company maintained immaculately setting new GL standards and achieving several bunker efficiency accolades. However it is his leadership skills and devotion to business that have delivered Joachim's targets over the years. Today as Joachim hands over reigns but remains a non-Executive Board Member, we honour his contributions of 56 years in the Shipping industry and 33 years as BTL's Founder and Leader. 



APPAREL EXPORT TREND OF 2018

The past year was more colourful for the apparel industry as both local and FDI increased, exports to traditional and new markets got robust growth and a lot of new product range for export markets was developed

Another year has been passed with many expectations, achievements and failures. The year 2018 was very significant for Bangladesh apparel industry that is contributing to 84 per cent of annual exports with a contribution of about \$33 billion to the economy and generating employment for almost 4.5 million people. In the year, the Committee for Development Policy, a UN panel, announced Bangladesh's eligibility for the developing country category that was possible mainly for the big contribution of apparel and textile industry to the country's economy. Many positive initiatives were taken to develop the industry including workers wage hike, huge investment in compliance maintenance, training activities towards skilled workforces, making

value added products etc. these provided a great panorama for the sector amidst several challenges the industry was facing.

We see that in 2018, local investment and Foreign Direct Investment (FDI) have increased in a notable way, apparel exports to traditional and new markets got robust growth and new product range was developed to export.

RMG export sees a great momentum

1250 apparel factories have been shut after Rana Plaza disaster to till date, however, 300 to 350

new factories have also been started, and most of them are

compliant factory including 80 environmentally friendly & LEED certified factories. There are a staggering total of 4560 garments factories in Bangladesh exporting apparel products in the global market. Bangladesh's apparel exports earnings have registered a strident rise to \$32.92 billion in the calendar year 2018, which was \$29.2 billion in 2017. Of the total figure of 2018 export, the knitwear constituted \$16.24 billion and woven products \$16.24 billion.

Table 1 and figure 1 are showing the comparative revenue generation from 2014 to 2018. Apparel exports saw a constant rise throughout those years. However, the earnings of 2017



were very dissatisfactory as the export increased only \$0.6 billion whereas the earning of 2018 is greater to \$3.72 billion than the preceding year.

According to figure 1, the calendar year 2018's apparel export sustained an average value. From January to December in 2018, the average earnings of each month were \$2.74 billion. Of the twelve months, the earnings of July and October were crossed \$3.0 billion's margin. The earnings were respectively \$3.01 billion and \$3.14 billion.

Bangladeshi apparel manufacturers have amended the safety standard, which enhanced the buyer's confidence, another thing is, buyers were concerned about the new minimum wage for the garments workers which has been increased from December 2018 and it was announced a few months ago. So, buyers increased order throughout the year.

While product quality and verity of products were also an imperative factor in gaining growth as Bangladeshi entrepreneurs were making an investment to elevate the quality of products. Export in new markets Bangladesh's traditional markets for garment exports are Europe and the United States. While non-traditional markets include Australia, Brazil, Chile, China, India, Japan, Korea, Mexico, Russia, South Africa, Turkey and other countries. (figure-3) Bangladesh's apparel exports

earnings have recorded a sharp rise by 16.52 per cent to \$5.4 billion in 2018 to non-traditional export markets, which was \$4.2 billion in 2017, according to the latest data of the Export Promotion Bureau (EPB). In the last six months of 2018, apparel exports to Japan hoisted at \$547 million, the highest in the non-

BANGLADESH RMG EXPORTS RISE

In July-December period of the current fiscal year, export earnings from the readymade garments went up by 15.65 per cent to \$17.08 billion, which was \$14.77 billion in the same period last year. The sector has exceeded the export target set for the period. Earnings from the sector were 8.51 per cent higher than the target of \$15.74 billion set for the period. Of the total amount, Knitwear products fetched \$8.65 billion, which is 13.92 per cent higher than the \$7.59 billion in the same period a year ago. Woven products earned \$8.43 billion, up by 17.48 per cent, compared to \$7.17 billion a year ago. On the other hand, export earnings from the Jute & Jute goods declined by 26.66 per cent to \$0.421 billion, which was \$0.574 billion in the same period last year. So the jute sector could not catch the export target set for the period. The earnings from the sector were 19.44 per cent lower than the target of 0.522 billion set for the period.

traditional category, up by 50.62 per cent, which was \$363.31 million in the same period preceding year.

Australia contributed the second highest with a growth of 18.46 per cent to \$360 million. India was the third largest which imported good worth \$270 million, up by 143 per cent compared to \$111.33 million in the same period last year. Bangladesh government is providing policy support including cash incentives to upsurge earnings from the non-traditional markets. As part of its policy support, the government is providing 4 per cent cash incentives against export to non-traditional export markets, which was 3 per cent

in the previous fiscal year.

Meanwhile, private sector initiatives to explore market also helped Bangladesh to reach more export destinations pushing the exports earnings up. BGMEA is aiding manufacturers to partake in international expositions to establish a network with buyers.

Key exported products

The buying pattern of the western world and consumer behavior are fluctuating rapidly and to trail the rhythm Bangladesh manufacturers are also trying to diversify their products. Bangladesh produced mostly cotton-based items and the country exported 80 per cent product in five key items including trousers, shirt, sweater etc. But the textile and apparel sector people are giving more attention on producing other items like lingerie, swimwear, sportswear, functional fabric, functional textile etc.

In 2018, apparel manufacturers expanded their capacity significantly to produce items from manmade fiber as it is getting more and more reputation in the world. Value-added items are being exported that is really imperative to get a healthier price, which ultimately would support the sector to sustain. H.E. Peter Fahrenholz, German Ambassador to Bangladesh, recently said that if Bangladeshi manufacturers offer a value-added product, which could be of higher quality, ecologically sustainable then German buyers will purchase the product with the higher price.

Conclusion

According to a recent estimate of textile and jute ministry, Bangladesh's export earnings from the apparel sector in the FY 2020-21 would be \$11b less from the US\$ 50b goal set by the govt. Bangladesh apparel industry has the huge potentiality to accomplish the target, however, lack of suitable policy support, insufficient infrastructural development, deficient gas and energy supply, underprivileged port condition, unskilled manpower, low value added product etc. are hindering the industry's growth to show its tangible performance. If these problems are resolved then to accomplish the target will not be a utopian thing. [WGB](#)

Courtesy: Bangladesh Textile Today

Need to scale up infrastructure

Automotives manufactured in India have good acceptance in global markets. Logistics infrastructure needs to be improved along with growing exports, shares **Sushil Kumar, Senior Advisor, Society of Indian Automobile Manufacturers**

by Omer Ahmed Siddiqui

Q How were the automotive exports from India in 2018? In which category do you see exports growing rapidly – passenger vehicles or commercial vehicles? Majority of exports happen from which ports?

Highest growth has been in the three wheeler sector followed by two wheelers and commercial vehicles. We are expecting the trend to be maintained in the next year as well. Two wheelers are expected to have a rapid growth in exports. Indian commercial vehicles also have a very good acceptability in world market being superior and sustained quality standards. They are also suitable to climates that are similar to those in India.

Exports are taking place from several ports depending upon the quantity being exported and of course the destination country. Majority of exports are from Chennai, Mundra, and JNPT ports.

Q How has been your experience in moving automotives from both government owned and private ports in India?

Automotive sector has fairly good experience working with both govt owned and private ports, govt owned ports are good in providing compliant infrastructure and scalability. The govt ports would have standard procedures as well as standard rates of operation. There is hardly any flexibility to accommodate any difficulties through negotiations.

Private ports provide flexibility and ease of operations. The tariffs are negotiable and can be adjusted to the export loads both in terms of type of vehicles and quantity

Q What are the gaps in infrastructure and services offered at Indian ports in moving automotives?

Exports by Ro-Ro Vessels face an infrastructural issue in that they are comparatively larger ships and call at limited ports as they requires heavy infrastructure and scale to manage the operation. Smaller ports are



not available for such exports. A larger vessel would need larger number of vehicles to be accumulated. Yard availability and documentation is one of the bigger challenges faced at port in moving automotives. Ports need to have accumulation area for parking vehicles for exports. This also needs associated support of adequate lighting and security. Exports in containers have relative ease in operation and pose no major issues in exports.

Q What issues do the automotive manufacturers in India face with first and last-mile connectivity?

Non availability of rail siding at or near the manufacturing plant presents an issue of loading vehicles on auto rail rakes. The vehicles have to go through multiple handling and besides increasing costs it can lead to damage to the vehicle as well. There is also difficulty due to uncertainty in the time of rake availability and the travel time. This leads to movement between port and plant. There is a limited window for movement and hand over of the vehicles at the port as well as the rail terminals. The above issues lead to higher transportation costs for both first and last mile.

Q What are the key parameters based on which automotive companies select a port?

Following are the main aspects that would influence port selection:

Vessel schedule - Vehicle OEMs need to ascertain vessel schedules calling at a given port and this would help choose a port with suitable vessels calling at convenient schedule.

Proximity to plant - OEM would prefer a port nearer to the plant which would reduce time and cost of vehicle transfer. Shorter the distance better it is from all points of view.

Infrastructure - like availability of a suitable yard corresponding to the vessel size. Facilities for customs clearance, stevedoring service, and operational ease. Lower econometric cost also is a factor.

❏ How do you see inland waterways as an option for moving automobiles at lower cost?

Inland waterways provide a good alternative for clean and efficient alternative to rail and road. It however still has a long way to go in India before regular commercial use. Facilities such as suitable loading unloading stations with adequate facilities to handle automobiles, proper vessels need to be put in place.

globally inland waterways have been a good alternative and have led to reduction in costs. Situation in India would also follow however a lot of development needs to be done before commercial operations for vehicle transportation becomes a reality.

❏ Automotive manufacturers seem to be moving long distances for connecting to the desired port. How can the inland logistics cost be controlled?

Inland logistics costs can be controlled with better transport management by the service providers. Presently single stack trains are in use for containers. Double stack usage would lead to cost reduction. The rail operators would need to have better load management. Induction of Dedicated Freight Corridor would also be a game changer of sorts as it would be able to handle triple rake loading.

Usage of Coastal shipping and inland waterways in applicable areas can also provide a solution. Both do have their drawbacks and these need to be ironed out.

The road sector holds the most promise through improvement in operational efficiency. The daily vehicle running at present is very low. The transporters need to improve the daily running substantially and come closer to global norms ie more than 500 km per day.

❏ High-speed, multimodal connectivity to manufacturing plants in the hinterland is also a critical requirement. Do you see good multimodal connectivity happening? What are the pain points in multimodal logistics?

We do see movement in this direction and multimodal connectivity can happen in the future though it seems a bit away at present.

The pain areas would be lead time, multiple handling for multimodal movement, consequential damages and coordination with different stakeholders. Govt taxation would also need some clarity for multimodal as compared to uni modal transportation.

❏ Considering the long-term growth of automotive exports from India. In which locations do you feel

AUTOMOTIVE PRODUCTION & SALES IN INDIA

Category	Production			Domestic Sales			Exports		
	January-December			January-December			January-December		
	2017	2018	% Change	2017	2018	% Change	2017	2018	% Change
Passenger Vehicles (PVs)	3,961,327	4,064,774	2.61	3,230,614	3,394,756	5.08	740,095	701,157	-5.26
Commercial Vehicles (CVs)	830,904	1,109,871	34	790,178	1,005,380	27	93,223	104,352	12
Three Wheelers	877,917	1,247,250	42.07	543,928	718,284	32.05	337,629	526,559	55.96
Two wheelers	21,843,475	25,094,653	14.88	19,182,688	21,645,169	12.84	2,652,273	3,258,883	22.87

dedicated Ro-Ro terminals and ambient parking space is required?

Ambient parking space would be required in automobile clusters in North, South and West. These would need to be located with proximity to plants. They would also need to be interconnected and also act as delivery hubs.

Ro-Ro terminals would need to be developed at ports that can also have adequate parking space for accumulating loads.

❏ How do you rate Indian ports in terms of expertise, technical know-how and implementation of best practices for handling automotive cargo?

There is no exclusive terminal at any port today to handle the current automotive traffic and lot of work is required to be done in this area, lot of investment would be required however because of low volume global level investment is not coming. Currently there is hardly any port that can go for exclusivity for automobile traffic.

❏ What are the common lapses in services offered by logistics service providers and seaports while moving automotive cargo?

There is a lack of expertise in handling automotive cargo, the cargo is sensitive in terms of being damage prone and theft prone too. It needs to be provided proper security. There is also need to upgrade and have efficient and time saving lashing/choking devices. Lack of design innovation in trailers/automotive carriers due to investment/cost issue. Innovative designs can enhance productivity and thus lead to savings in logistics costs.

❏ Few automotive companies tried to move vehicles through coastal shipping, but after few voyages it stopped. How was the experience and what are challenges in moving automobiles through coastal shipping?

The trials saw higher lead time, delay in delivery to dealers resulting into inventory blockage and higher interest costs. Some of the reasons are lack of coordination with different modes of transportation, load optimisation on ships etc. Added to these there are limited coastal services from limited port to limited destinations. It thus has very limited application at present.

The Govt is willing to help if the shipping operators can identify the issues that need to be addressed so that suitable services can be made available to Automobile OEMs for coastal shipping. [mty](#)

The Unbroken Cold Chain

At the second edition of Agility's logistics initiative - The unbroken cold chain, pharmaceutical manufacturers and logistics service providers came together to identify gaps in logistics of temperature sensitive cargo that cause temperature excursions, compromising quality of the products

by Omer Ahmed Siddiqui

“Given the challenges we face in transporting the cargo to various places in the world and the excursion in temperature that happens due to issues at the ground level, at the packaging side, at airports or at the transshipment hubs. This is the first series that tries to address specific issues at India level, at airports specifically those related to the transshipment hubs,” revealed **Satish Lakkaraju, Chief Commercial Officer, Agility Logistics**, setting the tone for day-long deliberations. The different session tracks through the day focused on what happens behind the scene during logistics of temperature sensitive cargo, IT integration in supply chain, need for quality compliance and training.

Jayesh Ranjan, IAS, Principal Secretary, Industries & Commerce (I&C) and IT Departments, Government of Telangana, Keynote Speaker for the event, detailed on the initiatives of the Telangana government to support the pharmaceutical industry. He detailed on the state's perspective on logistics. While the central government is encouraging manufacturing in India through the 'Make in India' initiative that has seen import substitution happening in industries such as electronics, the state governments are designing their own programmes

such as the 'Make in Telangana' initiative which has become a success story. Coming to the theme of the conference Jayesh Ranjan said Hyderabad is the pharma capital of India and 25 per cent of world's vaccines are produced in Hyderabad. In fact, all the vaccines supplied in Africa are exported from Hyderabad. One third of Indian bulk drugs and pharma are manufactured in the state where companies from 23 different nations are operational. The dedicated industrial park for pharma – Hyderabad Pharma City being built on 20,000 acres of land will be ready by 2020-21. It will have quality control, trading facility, medical devices park where more than 15 companies have expressed plans to invest.

Food for Thought - Cherish the Perishables

The first discussion track of the day saw **Dr Rakesh Singh, Chairman, Institute of Supply Chain and Management**, focus on the issues with the Agriculture supply chain in India which drastically needs a change in policy structure. “Scale, time and distance are the three important parameters of a supply chain and time and distance matter the most for farmers as they deal with perishables,” remarked Dr Rakesh Singh. He raised the need for farm produce aggregators and physical infrastructure for long

distance transport of agri-produce.

A major problem with Indian agriculture sector is fragmented land holdings, lack of information with farmers to cater to demand and connect to the markets, as a result farmers are cheated in Mandis' by cartels. The cold chain sector in India has grown in length but not in depth. The new Agri Trade Policy should focus on facilitating movement of agri produce and vertical integration of the supply chain. Dr Rakesh Singh gave an example of small farmers business consortium developed by Pepsi Company and insisted that many more such models need to be replicated. The results of research being conducted in universities should be provided to the farmers. Seamless integration of logistics into food zones and clusters is need of the hour.

Speaking on how to improve the shelf life of products, Samit Jain, Managing Director, Pluss Advanced Technologies said, “Compared to the amount of money spent on pharma





Jayesh Ranjan, IAS, Principal Secretary, Industries & Commerce (I&C) and IT Departments, Government of Telangana, addressing the gathering

logistics, not even a fraction of it is spent on food logistics, as a result 25 per cent of the farm produce is wasted. The reason being knowledge generated from about 63 institutes on food research in our country does not reach the farmers.” Standard packaging needs to be developed for agriculture products and the logistics needs of food products are completely different from the pharma products. Logistics companies need to focus on temperature aspects required by individual fruits and vegetables. Farmers need to be educated on the aspects of cold chain and a cooperative model needs to be developed by the government.

Pradeep Panicker, Dy. CEO, GMR Hyderabad International Airport focused on what airports can do for the perishables industry? How silos can be reduced from farm to airport? “India is the largest producer of fruits and vegetables but our total

share of world market is less than one per cent because our efforts are fragmented,” remarked Pradeep. He detailed on the perishable facility being set up in Hyderabad airport which will include a packaging house. Mentioning about freight rates and packaging errors of perishables, **Laurence Jacobi, Cargo Manager – Telengana and Andhra Pradesh, Emirates SkyCargo** said, in the past years perishables were separately rated by airlines. Low rates were charged for perishables as compared to other cargo. Agricultural commodities need to be properly packed if their freshness and flavour need to be maintained.

Vipul Bhalla, Senior Regional Manager Cargo - Indian Subcontinent, Oman Air, discussed the need for standardisation in containers for use in narrow body aircrafts. 60 per cent of commodities carried by Oman Air from India are perishables. The airline is engaging with packaging companies to develop narrow containers for fitting in narrow body aircrafts. Delmonte is currently providing babycorn and chillies in India and is looking to expand to more products, informed **Sriram Venkateswaran, Senior Vice President - Supply Chain, Bharati Del Monte (FieldFresh Foods Pvt. Ltd)**. Meeting the expectations of consumers and maintaining competitiveness in Europe is a challenge. In India due to marginal farming it is difficult to maintain quality of products and also to aggregate farmers and cluster them. He referred to Thailand and Kenya where the land under agriculture is less than India, but quality of produce is superior. In India, end-to-end

logistics accounts for 37 per cent of total cost of the product. Processing and packaging of products away from airports effects the quality of products, hence there is need to set up farms near airports. If technology is used in farming and processing a lot of produce that gets wasted can be saved.

Behind The Scenes - Ocean Port Operations

While ocean freight is more reliable than air freight, but once the cargo reaches the port, from there on the visibility needs to improve, averred **Krishnakumar .V, Chief Operating Officer, Agility Global Integrated Logistics – India**. When cargo is loaded onto a ship certain gaps happen in terms of temperature integrity. A Standard Operating Procedure needs to be made to ensure temperature is maintained with data loggers. “in the past 10-15 years with the use of technology and infrastructure both ships and ports are well equipped for temperature controlled business,” shared Anurag Mehta, Deputy General Manager- Exports-Sales & Marketing, MSC. “This is one commodity that keeps us on our toes as it is high value commodity. 20-25 per cent of all temperature controlled business is pharma.”

Detailing on facilities offered by **BATCO CFS** for reefer containers, **Iqbal Patni, Founder Director, BATCO CFS** said, BATCO CFS has 40-45 reefer points and during summer extra reefer points are made available. 100 per cent temperature backup and a cold pharma zone with 3 temperature zones is available. The CFS is GDP and AEO compliant. At present there is shortage of reefer containers in Hyderabad and CFS cannot check



the quality of reefer containers being supplied. Emphasising on the need for end-to-end solution Krishnakumar raised critical issues: If a reefer fails enroute to port then a backup plan needs to be in place and this should be the part of SOP. In such scenario the tolerance level of cargo should be known. Data loggers should be used to ensure temperature is maintained during transit and pharma companies should collaborate with shipping lines to integrate tracking solutions.

Capt. Swaminathan Rajagopalan, Commercial Director, CMA CGM Agencies India Pvt Ltd, brought to the attention of the gathering the implications of IMO emission norms that will be effective from January 1, 2020. Clean fuels need to be used which will come at a cost that will be transferred to the customer.

Adding further, **Nikhil D'Lima, Western Region Head, Maersk** said, an engineering team is always available on board ships to check any malfunctioning of reefer containers. New breed of reefer containers being developed by shipping lines are better equipped to prevent malfunctioning.

Presenting Port of Antwerp perspective, **Malini Dutt, Representative from the port** said, A Customs Attache is present at global locations to ensure cargo is properly managed at the ports and GDP compliance is ensured.

Air Freight - Transshipment Hub Challenges

Bringing out temperature fluctuation challenges with air cargo, **Vilas Rebello, Associate Director, Tevapharm India P Ltd** said, once cargo is handed over to logistics companies, how they maintain temperature during transit is a concern. Will temperature be

maintained while cargo is moved from terminal to the aircraft is another concern? Elaborating on processes airlines have in place for transit cargo, **Rashmi Gurung, Manager Climate Control Product, Qatar Airways Cargo** said, transshipment is a complex process and most of the business happening in the Middle East is transshipment. While airlines assure customers on temperature maintenance, Qatar Airways has invested in infrastructure with growing size of business. Pharma is 5-10 per cent of Qatar Airways cargo that is focusing on skilling of people and automation.

Giving a perspective of airports in the US, **Milto De la Paz, Vice President Airline Relations and Cargo Business Development, Dallas Fort Worth International Airport** said, in most of the US airports infrastructure is 25-30 years old. Infrastructure for moving cargo is not updated. New York, Chicago, Miami and Los Angeles have choke points due to paucity of land. Most of these airports focus on passenger traffic.

Sharing perspective of his airline, **Christopher Dehio, Sr. Product Manager, Lufthansa Cargo AG** said, air cargo is only 2 per cent of all freight moving from Europe in volume terms but it is 28 per cent in value terms. 2.2 billion tonnes were moved from Frankfurt airport last year, which is largest in Europe. The landing position of aircraft in relation to the air cargo terminal decides the impact on air cargo.

IT and supply chain integration
 "Data is the new oil and the next level of differentiation among services by different companies will come from data," commented **Adarsh Kumar, Co-founder and CEO, TagBox Solutions**. The

focus should be on how to get fast and accurate data. **Kalyana C Chejarla, Assistant Professor & Area Chairperson (Operations), Chairperson (Placements), IMT Hyderabad** revealed the need to think customer and act digital. Going digital should be defined by customer needs. Digitisation is followed by digitalisation. **Aðalheiður Pálmaðóttir, Regional Manager, Controlant**, voiced the need to provide customers with insights of their business which they did not have. Technology combined with services can give seamless experience to customers where and when it is needed. **Roland Rappl, Managing Director, va-Q-tec**, shared similar views as he said, data collected should be transformed into information to make it useful to customers. **Foster McDonald, President & CEO, Cold Box Express**, hinted at the inroads IT is making in logistics and expressed the need for all devices to communicate with each other. Need to identify devices that are not smart and replace them.

Quality compliance and training
Manjunath M S, Advisor, Cold Chain Innovation, expressed the need to train workers for compliance so that quality can be achieved. Compliance in cold chain depends on Product, Process and Packaging. Compliance is a mix of discipline and attitude. **Amrinder Singh, Associate Director - Supply Chain Management, Dr.Reddys Laboratories Ltd**, described it as shared responsibility of manufacturer and logistics service provider to transport drugs in required condition to the destination. **Terry Fedurko, Regional Life Sciences Compliance and Quality Manager, Agility US & Canada**, insisted on keeping the shipper aware of what happens to his cargo along the route. Logistics service providers should support pharma industry by adopting standards. **Marrie Groeneveld, CCO, SkyCell AG** said, being responsible is about designing solutions for compliance with product standards. Technology should be used to capture data and make it transparent. **Balasubramanian, P, Founder & CEO, Air Cargo Consultancy International Service**, called for communication to happen at the grass root level and human error should be addressed. 



The CMA CGM Group is a worldwide leading shipping group with a wide global presence in more than 160 countries. As part of its “Customer Centricity” strategy, the Group is constantly innovating and launching new services designed to put its customers’ needs at the heart of its development.

TRAXENS by CMA CGM: a breakthrough technology

Founded in 2012, the French start-up TRAXENS has been developing unique solutions for the cargo logistics arena and has created an innovative container monitoring and coordination system. The CMA CGM Group was the first company to invest in TRAXENS.

Launched commercially in June 2018, TRAXENS by CMA CGM is a breakthrough technology, enabling end-to-end visibility and supply chain operational excellence on land and at sea. TRAXENS is an electronic high-tech device designed to generate near real-time data and notifications about movement and condition of your cargo at any given point in time, be it:

- Geographic position
- Status in shipping process
- External and internal temperature variation (internal temperature soon available)
- Humidity variation (soon available)
- Shocks
- Door opening

How TRAXENS transforms your business

TRAXENS makes your logistics clearer and more efficient, helping you make the right decision on time, like initiating exception management and emergency sourcing plans if needed, or generate cost reductions thanks to global supply chain optimisation.

Optimise your logistics with supply chain analytics

Supply chain analytics delivered by TRAXENS offer a large volume of information to help identify and implement concrete operational improvements:

- Achieve higher cargo quality management with shocks tracking data
- Set up a cargo security strategy by using the door opening notifications
- Identify lead time and operate root cause analysis through an exhaustive report
- Enhance inventory management
- Determine door-to-door key performance indicators per trade by analysing average lead time and idles, and implement decisive improvement actions.

Logistics excellence now just a touch away

TRAXENS by CMA CGM keeps you connected with your container throughout its end-to-end journey while transmitting vital data which can be used to further improve the safety and quality of cargo as well as logistical efficiency.

Data obtained from TRAXENS helps to comply with processes, supplies decisive data for insurance procedures, allows cargo quality optimisation, eases trade finance, and enhances customs clearance practices as well as cargo security monitoring.

Whichever carrier a shipper may use, TRAXENS containers are fully integrated in CMA CGM processes, making the technology a new shipping standard. At the time of booking, upon request, CMA CGM will supply empty containers with TRAXENS technology.

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The benefits of TRAXENS by CMA CGM can be tested by first opting for a

supply chain diagnostic on a limited scale. The diagnostic will focus on selected trade routes and identify immediate cost-savings while assessing the full potential of TRAXENS for the activity. Once you have seen how it works, you can implement it on a larger scale, or choose from the advanced data offer on selected flows.

Thanks to its global coverage, TRAXENS is available at numerous sources for destinations anywhere throughout the world.

For more information on TRAXENS by CMA CGM, please visit:

<http://www.cma-cgm.com/services/smart-containers>



Competitive transit times and excellent connectivity

Maritime Gateway recently interviewed **Herve Martel, CEO, HAROPA Ports** during last leg of his visit to India. Martel's visit assumes significance as exports from India to HAROPA have increased by 20% last year

by Hemang Palan

Q How is Haropa positioned among the European ports in terms of size, geographic locational advantage and volumes of cargo moved?

Haropa serves a vast hinterland of Seine valley and the Paris region forming the biggest French consumer market area and handles over 94 million tonnes of maritime tonnage and more than 22 million tonnes of river borne traffic each year. Haropa is one of the largest and most important hubs for transit into Europe. Located at the mouth of English Channel, Haropa is an ideal gateway to Europe. Strategically located close to Paris, Haropa enjoys an excellent maritime locational advantage as it's the first port of call to Northern Europe and last port of call to India.

Q Which is the hinterland for Haropa ports and how has it expanded over the years?

Within 500 Kms of the port complex's radius, goods can easily be transported to entire France, South Germany, Switzerland and Northern region of Italy. Within a radius of 200 Kms, about 15 platforms along the Seine River serve the Paris region backed by 2 international airports in the vicinity. And, over 120 weekly rail services help seamless logistics movement in and out of Haropa. Over the years, about one

thousand hectares of land reserves for industrial and logistics setting-up at the port's complex has fueled the connect between Haropa and the neighborhood regions/countries. Haropa serves the largest French market (Paris area) that is 25 million consumers within a radius of 200 Kms. Haropa serves 300 million consumers within a radius of 900 Kms.

Q How has been the business in the past year at Haropa? Which side do you see more growth; containerized or bulk cargo? Which commodity were the growth drivers?

In 2018, HAROPA posted traffic growth of 2 per cent in maritime tonnage with 94.74 million tonnes. Container traffic maintained 3 million teu and set a new historical record for hinterland flows while cereals as a commodity recorded a historically high market share, with export volumes (7.6 Mt, +37 per cent) showing the best performance in 15 years. HAROPA also expects auto spares cargo from India to grow in double digit as Indo-French trade is expected to cross €15 billion by 2020. In 2017-18, HAROPA moved 3 million teus container traffic which is continuously increasing at 4-5 per cent CAGR for imports and exports. This is an impressive figure as an average rate of other European ports is 2-3 per cent CAGR.

Q How has been the connectivity and trade movement between Haropa and Indian ports?

Exports from India to Haropa have increased by 20 per cent in the last year (2017-2018). Currently, the joint venture of HAROPA offers some 115 commercial offers spread over 15 Indian ports. It is interesting to note the competitive transit times from Haropa to: Mundra (25 days), Mumbai (22 days) and Chennai (29 days). Also, we have the best transit time in Europe, say 2-3 days when compared to other ports.

Q To promote multi modal logistics, what type of investment is being made?

We will invest €150 million over the next 2-3 years for extending the containers-terminal capacity for having 700 meters long new quay terminal. Another chunk of around €150 million will be invested into an offshore windmills project. As you are aware, several regular rail and river services were introduced by HAROPA in 2018, among which included the Bollore Logistics river shuttle service linking Le Havre, Rouen, Gennevilliers and Bonneuil-sur-Marne upstream of Paris in March 2018. And, In September 2018, a rail service linking Le Havre and French-speaking Switzerland was launched in partnership with the port of Marseille-Fos and Naviland Cargo. 

PROSPERING INDIA THROUGH WATERWAYS

India has about 14,500 km of navigable waterways which comprise of rivers, canals, backwaters, creeks, etc. 106 new national waterways were announced under the National Waterways Act, 2016. With the 5 existing National Waterways (NW), the addition of the new ones takes the total number to 111 in the country. Out of the newly announced waterways, development work is on full swing on eight of them.



Hon'ble PM Dedicating India's First Riverine Multimodal terminal to the nation at Varanasi (River Ganga, National Waterway-1) on 12 Nov, 2018. (Unveiling of Plaque)

NATIONAL WATERWAYS

JAL MARG VIKAS PROJECT (National Waterway-1, river Ganga)

Project cost – ₹5369.18 Cr

Cabinet approval – 3-Jan-18

Loan agreement signed 2-Feb-18

Socio economic benefits: **Business opportunity & Employment generation (Direct 46,000 & Indirect 84,000) in the states of Bihar, Jharkhand, UP, & WB**

MAJOR COMPONENTS OF JMVP

VARANASI MULTIMODAL TERMINAL

Project cost – ₹169.59 Cr

Terminal capacity – 1.26 MTPA

Contract awarded in **May'2016 to M/s Afcons**

Inauguration of the terminal was done on **12th November 2018** by **Hon'ble Prime Minister**

SAHIBGANJ MULTIMODAL TERMINAL

Project cost – ₹280.9 Cr

Project duration – 30 months

Terminal capacity - 2.24 MTPA

Contract awarded in **Oct'2016 to M/s L&T**

Physical progress: 56%

HALDIA MULTIMODAL TERMINAL

Project cost – ₹517.36 Cr

Project duration – 30 months

Terminal capacity – 3.18 MTPA

Contract signed with **M/S ITD Cementation Ltd. on 30.06.2017**

Physical progress: 25%

NEW NAVIGATION LOCK, FARAKKA

Project cost – ₹359.2 Cr

Contract awarded in **Nov'2016 to M/s L&T**

Project duration – 30 months

Physical progress: 29.13%

OTHER NATIONAL WATERWAYS

NATIONAL WATERWAY-2

River Brahmaputra from Bangladesh Border to Sadiya (891 km) was declared as National Waterway-2 in 1988. The waterway is being developed and operationalized with fairway, navigational aids, terminals with mechanized handling facilities for cargo vessels.

INDO-BANGLADESH PROTOCOL ROUTE

Day to day protocol permissions are issued by IWA to barges to sail in the designated port of calls in India and Bangladesh. This Protocol is for mutually beneficial arrangement for the use of waterways for commerce and passage of goods between two places in one country through the territory of the other. The Protocol was first signed in 1972 and is presently valid up to 05th June 2020.

INW-3 HAS BEEN FULLY DEVELOPED FOR COMMERCIAL NAVIGATION.

NW-4 AND NW-5 ARE BEING DEVELOPED WITH INFRASTRUCTURE OF INLAND WATERWAYS.

MONETIZATION OF BENEFITS OF INLAND WATERWAYS

Factor (s) Considered	Rates Considered (Rs./TKm)			Sources
	Waterways	Road	Rail	
Air Pollution	0.03	0.202	0.0366	Planning Commission: TTS Study
Noise Pollution	Negligible	0.0032	0.0012	Permanent International Association of Navigation Congresses (PIANC)
Soil&Water Pollution	Negligible	0.005	NIL	PIANC
Emission of GHGs	0.0006	0.0031	0.0006	12th Five Year Plan

Venturing into unchartered territories



Be it in war stricken Afghanistan or in high crime areas in interiors of Columbia, Tiger Logistics has dared to venture and deliver cargo in areas where others hesitated to operate. **Harpreet Singh Malhotra, Managing Director, Tiger Logistics India Limited**, in a heart to heart with Vijay Kurup, narrates what has brought success to this young first generation logistics entrepreneur

Q What provoked you to start off on your own? What gave you the confidence to jump into the fray particularly when shipping was passing through difficult times?

That time was not as easy as present time opportunities are but the niche knowledge and sheer skills of logistics made me push hard to go forward. The only advantage I had in bringing a small enterprise to the present position has been my management skills acquired through working in various capacities. I incorporated the company as Tiger Logistics Private Limited on 23rd May, 2000 from scratch with a small team. I bagged my first consignment with a big company like Gillette on the hallmark of trust and promise.

Q You have a penchant to take on difficult projects - like the shipment to Afghanistan and the import of Airborne Early Warning and Control Systems from Israel for the Indian Air Force. What made you take up

these difficult projects?

Tiger Logistics started its defence arena in year 2005 and at that time we were quiet young and that helped us to take challenges and risks. When anyone said it was not possible, I did out myself and wrote history. Be it the Salma Dam Project in war stricken Afghanistan or in high crime areas in interiors of Columbia where no company is willing to operate. When cargo had to be delivered in interiors of East Africa where at some places high poles had been commissioned. I thought out-of-the-box, worked with the government machinery to get the height increased and ensured the cargo was delivered spot on time.

Q You have been into International logistics right from beginning. Domestic logistics has relatively been a recent addition. Why have you branched into this segment and what has been your success here?

Tiger Logistics is doing only a

limited domestic service as of now. We are doing for those clients who need domestic support, some of them are associated with us for long. We have a good number of trailers and many transporters are also associated with us. We are good in providing domestic support but it will take time to grab the market share. In the Logistics arena Japanese and Korean Companies like to work with their local counterparts. We did this with the candour and commitment and are able to breakthrough this trend and get top Asian Companies like LG, Yamaha, Honda, Suzuki, Bajaj in our kitty.

Q You have entered into Defence Logistics. How different is that from other branches of logistics?

In defence there are certain protocols to be followed. You have to do things according to their demands, every cargo or every movement is very sensitive and need attentive care. Everything is channelized and you are bound to do accordingly. The security paroles are required in each shipment, MoU is signed before the process starts and each and every detail is fully confidential. We have to provide dedicated skilled project engineers not only in India but also in foreign land. The way of project is secured and can change anytime.

Q With a market cap of Rs208 crore and growing at 28 per cent per annum what would you attribute your success to?

Today the turnover of company is 324+ Crores and staff strength of 375+ persons with 14 offices in India – New Delhi, Mumbai, Pune, Nashik, Kolkata, Ahmedabad, Veraval, Vadodara, Mundra, Hazira, Ludhiana, Jaipur, Chennai & Bengaluru and one overseas office abroad in Singapore.

ISO 9001:2008 certified Tiger Logistics Ltd. demonstrates the new height of standards in logistics industry by providing quality services, integrated supply chain and logistics solutions to consistently meet the customer requirements across all over India. When the company got listed as the 9th Indian logistics company to go public in 2013 it received much credibility from the market. At the early starting of year 2017 we received the credentials of AEO. Now we have both a MTO and an AEO certification. 

Is the logistics industry ready to meet the challenges of growth and create manpower with skills ready to be used in future? The whole skill India program is in hurry without really creating infrastructure for genuine service providers. In the absence of understanding required we see a large number of skill development players that have emerged overnight to corner the pie allocated for the sector. A brief survey of industry leaders indicates serious concerns about the skill development status in the country.

A well-defined skill development strategy can be socially useful in creating employment on one hand and help logistics drive economic growth in the country on the other.

What are the skills that this sector requires? Is it what Logistics skill council is propagating? Is the need for the industry different and broad-based? The industry is dominated by fragmented players and owned largely by family businesses ready to scale up and get professional, as GST implementation and infrastructure development paves the way for.

The answer to above question lies in understanding the structure of Logistics industry. It's historical evolution and ownership pattern. The industry till now has remained totally fragmented. Family business does not want to professionalize their company and hence have remained outdated despite the opportunity that has come in a big way as India has started becoming globally important and lucrative. The manpower need is at all the level of the hierarchy. Our survey indicates that logistics industry needs skilled people at senior management and entrepreneur's level, middle management level as well as operational/frontline and supervisory level.

At the top and middle-level poor image of the industry is the biggest impediment. These companies are reluctant to make any investment in training and development. Training and development of younger workers and adopting the workforce to the needs of the industry is important and firms need to make this investment, which is an absolute necessity. All efforts of the government will go waste unless Indian logistics players broaden their vision, intent and build competitive capability.

At the middle level, most employees



Skilling logistics need the right way

A well-defined skill development strategy can be socially useful in creating employment on one hand and help logistics drive economic growth in the country on the other

by Dr Rakesh P Singh
Institute of Supply Chain and Management, Mumbai

have grown in the job and have no formal managerial and technical training. Logistics players are reluctant to spend on training and development of the employees.

At the base level, some training has picked up due to the effort of the government but here the content and intent of training service providers in most cases is questionable. Government is trying to rush with its agenda of meeting its target.

Will this approach to fill the skill and managerial gap create a logistics sector of tomorrow? The answer is clearly no. Then the question is what needs to be done.

India needs around five to six logistics universities which can provide consulting services for creating a logistics strategy for the country as a whole and each state in particular. These universities

can design curriculums, which are industry-oriented, and provide high-end leadership program as well as help prepare the right kind of managers for transportation, warehousing, and value-added services.

The university should then create affiliated skill development center as spokes each serving at least three districts or more and create the right kind of workmen for the sector.

Finally, India needs trainer's pool. These trainers should have the capability to provide the right kind of skills training using right methodology suited for the purpose of such education.

To make this successful public-private partnership should be encouraged so that right kind of educational infrastructure can emerge and India will be able to take advantage of its demographic dividend. [img](#)



In a highly fragmented and unorganised market, TCI Cold Chain Solutions makes a difference by providing state-of-the-art cold chain infrastructure at strategic locations. **B Sumit Kumar, CEO, TCI Cold Chain Solutions Ltd**, details on the potential in this growing sector and plans of TCI to tap opportunities through a focussed approach

by Vijay Kurup

Tapping opportunities in the cold chain

Q What type of commodities do you handle in cold chain? How is the growth in this sector?

Cold chain has experienced phenomenal growth in the last few years, with growth almost doubling every 5 years and this trend is here to stay! To tap the opportunities in hand and have a more focussed approach in this business a new company "TCI Cold Chain Solutions Limited" got incorporated last year. We handle QSR, chocolate and confectionery, Dairy Products, Food and Beverages, Fruit and vegetables, Meat, Poultry & Seafood, Pharma & Life sciences, and Speciality Chemicals.

Q You have recently opened a 2,50,000-square-foot temperature-controlled warehouse and distribution centre at Gurgaon. Why in Gurgaon?

The Facility in Gurgaon is a common facility which includes cold, chilled, frozen and ambient warehouse. Here we have an installed capacity of 5000 pallets for cold chain storage, operating at a temperature range of +30 to -30 degrees and a blast chamber.

Primarily, our motive was to provide a strategic location to our clients in NCR (Post GST) at the best cost. The warehouse is strategically located in between KMP (Kundli-Manesar-Palwal Expressway) and Dwarka Expressway, just Behind NH8

on Pataudi Road. Some of our clients have closed down their warehouses at multiple locations in NCR and have consolidated their operation in our facility.

Q Could you briefly elaborate on the technological aspects of your cold chain supply distribution?

The use of telematics and a central control tower for our operations enables 24x7 temperature and fleet monitoring. In terms of storage we have a SCADA System which sets the temperature, humidity, plant pressures, and also gives chamber wise complete data logger report.

Q What backups do you have to handle unexpected breakdowns? Can customers remotely check the ambient parameters?

We believe and practice, preventive maintenance schedule for all our assets, only post that, truck goes for loading. Our reefer units are equipped with a state of art capability of checking itself "Pre-Trip" once the command is given reefer unit does a self-health check-up and confirms its health for next load. However, due to technical reasons / unforeseen circumstances, breakdown do happen and for countering that we have the below options available:

a) AMC (annual maintenance contract) with our service providers like plant, truck & reefer company is to attend the issues within 4 hours

anywhere in country. We also keep minor spares with manuals in each trucks like fuse, belts, consumables etc.

b) All the trucks are equipped with a provision of cooling the product through electricity as well, so due to truck failure if anything happens we just need a power cable point to operate the reefer unit.

d) Our company has got presence in 1400 location across the country so approach to any problem is always an edge for us.

e) We also have mapping done for all the cold warehouses in the nation and have option to temporary store the product to the nearest facility.

Q What would you like from the government in terms of policy change or infrastructure?

Government is doing lot of work through MOFPI, NCCD and Ministry of Agriculture. In cold chain, we feel major issue we have are related to the control and governance in terms of:

1. Quality of reefer unit in trucks or storage: Like for automobile one needs to approve each and every component through ARAI but in cold chain business one can get the units manufactured from anywhere, same is the case of insulated containers.

2. There is no control or policy for a GPS and data logger service provider, so things are going for a toss, recently Ministry of Road transport and highways has come up with a Gazette Notification that every public service (commercial) vehicle must have a AIS-140 GPS device. This will be directly linked to government servers to fetch data of movement, mainly for safety and addressing issues related to E-Way bills, here we think government should add clause that all cold chain vehicles must be equipped with temperature sensors in the same AIS 140 device and data should be captured and stored on real time basis by Government. 



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Port visits, Free Zone visits etc



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Resurgent Kolkata: Exim growth

The session focused on the growing trade in West Bengal and in the eastern region as a whole and how the upcoming opportunities such as the eastern DFC could be best used by the shippers



L to R: **Sharad Varma**, IRTS Executive Director (Operations), Container Corporation of India Ltd; **Sivasailam**, IAS, Special Secretary(Logistics), Ministry of Commerce, Government of India; **Ramprasad Ravi**, Editor in Chief and Publisher, Maritime Gateway

The first business session titled Resurgent Kolkata Exim Growth commenced with a brief introduction by **R Ramprasad, Editor in Chief and Publisher, Maritime Gateway** highlighting keys issue on cargo movement in the eastern region.



Sushil Patwari, Regional Chairman, Eastern Federation of Indian Export Organisation

(FIEO) opened the session by highlighting the progress that was happening in West Bengal. He said that exports from West Bengal had been witnessing an upward trend. There were several positive indicators. The number of shipping bills processed during the year 2017-18 had increased from 91799 to 96193. The total weight of dry and liquid bulk cargo handled by Calcutta Customs during the period increased to more than 21 lakh tons. The total number

of containers handled by customs department increased to about 4 lakh containers. Currently it was more than 6 lakh containers.

The Logistic performance of Calcutta Customs had also improved significantly. The overall release time was 8.5 days and 90 per cent of all the Bill of Entry were facilitated, meaning there was no examination done for majority of imports. FIEO had conducted several awareness sessions along with Calcutta Customs on E Sealing and AEO.

However few major logistic bottlenecks had remained with regard to export from Calcutta specially the Calcutta Port systems was inadequate. There were insufficient examination/inspection areas and inadequate number of RTG cranes for loading. Efforts were needed to overcome the bottleneck and for the improved infrastructure for the exports, he contended. The Bangladesh border congestion had to be sorted out so that exports and import procedures could be done smoothly at reduced cost. Much of the exports which was being

done from other part of India through Calcutta was now being shifted to sea route. It was therefore necessary to improve the facilities so that those could also come to Calcutta and more exports could be done through land route.

He appealed to the representatives present to send their suggestions and steps to be taken for improving logistics infrastructure in West Bengal and Eastern region as a whole. He suggested that the points be forwarded to Shri Sivasailam.

Sharad Verma IRTS, Executive Director Operations, CONCOR, began with a brief introduction of CONCOR operations. CONCOR began their operations with just seven ICDs when it was set up in 1988 as a Navratna company. Today the organisation owned 73 terminals and had strategic alliances in others with a pan-India presence. It handled around 3.5 million teus with the net worth of ₹9401.1 crores in 2017-18 and had a market share of 75 per cent in container movement by rail.

It primarily focussed on three

activities - viz as a carrier transport, as a terminal operator and as a port operator at GTIL in a joint venture with APM terminal, Vallarpadam and with GTIL at JN Port. Of the total container rail share more than 50 per cent was handled by CONCOR at Mundra, 55 per cent at Pipavav and 75 per cent at JNPT.

With DFC coming up, they were planning to induct high capacity wagons which could carry 80 tons. Majority of its terminals were linked with rail. It had a fleet of more than 23,000 domestic containers and were planning to add containers with the higher payload capacity of 30 tons. All CONCOR terminals had facilities for handling containers, cargo, storage for containers, Customs facilitation. Other value added services included palletization, plugging, fumigation, LCL consolidation, container repair facility and first and last mile transportation.

Out of the 81 terminals, 14 were purely exim where only international traffic was handled. 23 terminals were purely domestic and 36 were combined terminals. By 2020 they intend to have 100 terminals all over the country. As pioneers in the sector, they commenced movement of double stack trains. Currently the movement was from Mundra and Pipavav to their hub at CMLK, Khatuwas.

CONCOR had introduced timetable trains in certain sectors such as Tughlakabad to Sanath Nagar and Bangalore and this was also extended between Tughlakabad terminal and Dadri terminal to Khatuwas. Services between the port and hinterland was provided from all the important ports such as JNPT Mundra, Chennai, Krishnapatnam, Vallarpadam, Vizag, Paradip, Haldia and Kolkata.

A new service had been introduced

KEY PERFORMANCE INDICATORS		
Performance Indicators (Containers)	Kolkata Dock System	Haldia Dock Complex
Average Turn-Round Time (In days)	4.03(4.78)	1.73(1.74)
Average Pre-Berthing Time (In days)	0.71(0.53)	0.64(0.71)
Average Output per Ship-day (In TEUs)	395(421)	490(428)

*Values in bracket () indicates data of FY 2017

to customers called, (KYCL) Know Your Container Location through a mobile app. Once their containers reached the terminal, the APP helped them to know the status of their containers, whether it was destuffed, delivery Order issued etc. Another APP had been introduced to enable customers to know the location of their containers, conduct E filing etc.

They had been building new circuits and streams help to reduce the cost which could be passed on to the customers.

Another important facility that they were going to introduce was to strengthen the first and the last mile connectivity for the customers. The customers would be able to book a truck for the transportation of their containers through a mobile APP which would have a list of approved transporters and choose one with the lowest quote.

N Sivasailam, IAS, Special Secretary Logistics, Ministry of Commerce who was the third speaker, expressed his happiness over the presence of delegates from

Bangladesh and Nepal to carry things forward in this sector.

With regard to the Eastern Dedicated Freight Corridor, he wanted the stakeholders to have a dialogue with the railways, to avoid rigidity in pricing that would not be logistics friendly. He wanted the involvement of IIFT, IIM Kolkata and influential shipping periodicals to highlight how this could be brought about. It was a key element which would go a long way. He also asked the delegates from Nepal and Bangladesh to see how they too could take part in the eastern DFC. He wanted Nepal and Bangladesh to enjoy the benefits of this corridor, as soon as it was commissioned.

Sivasailam also wanted that every station along the route have a dedicated terminal which would serve the hinterland and have facility of storage as well as capacity for value additions. He would call these as the next generation warehouses.

Inland waterways was seeing a revival in the the eastern sector. He wanted Bangladesh and India to develop business confidence on either side.

Another pressing issue he highlighted was the protracted time of 28 days round trip taken by trucks from Punjab to Petrapole. This delay, according Sivasailam created a whole lot of rent seeking behaviours which made the sector unviable for business. The issue need urgent attention from Bangladesh because it had the potential of destroying the trade. If the delay could be resolved, the transshipment for either countries would become much cheaper. He appealed to the eastern zone captains to be sensitive to this issue.

Sivasailam was also distressed over the fact that the cheapest Indian port in India, JNPT, was three times more costlier than the ports with whom they competed, namely Jabel Ali, Singapore and Colombo. It was imperative that the pricing in India was as competitive as anywhere else. This way we could value add to our export, he said. But presently most of our imports could not be value added for export. Similarly the exports became so costly that we tended to lose out on competitiveness on the export front too. Unless that was attended to, inter country trade was meaningless.



Ramprasad Ravi, Editor in Chief & Publisher, Maritime Gateway felicitating Eaknarayan Aryal, Consul General, Consulate General of Nepal, Kolkata



L to R: **Bipin J Kujur**, Senior Manager, Coastal & Passenger Services Department, The Shipping Corporation of India Ltd; **Capt J S Gill**, Managing Director, X-Press Feeders Group, **Surya N Lenka**, Head (Container Management & Logistics Services), Tata Steel Limited, **Capt Vivek Kumar Singh**, Managing Director, Shreyas Shipping & Logistics Limited; **Capt Bijay Shekhar**, General Manager, Navayuga Container Terminal Pvt Ltd; **Bijoy Choudhury**, Director, Vivek Freight & Logistics Pvt Ltd; **Ramprasad Ravi**, Editor in Chief and Publisher, Maritime Gateway

Coastal Cargo movement & Transshipment

Growing coastal movement and transshipment on the east coast and high cost of logistics at Indian ports was brought to the fore. Shippers discussed their logistics bottlenecks and how they were being overcome

Ramprasad, Editor in Chief and Publisher, Maritime Gateway moderated the session on coastal cargo movement and transshipment. He began the session by stating that despite the coastal shipping being around for quite a while, it was only recently that it had taken off, with Shreyas Shipping being the lone crusader, to make this mode operational. Shreyas Shipping had Invested in ships and had forged ahead into areas where nobody had yet dared to tread. They convinced shippers to move to coastal shipping, the challenges notwithstanding.

He set the ball rolling by asking **Capt Vivek Kumar Singh**, Managing Director, Shreya Shipping and Logistics Ltd, the problems he faced in coastal shipping on east coast of India. It was a difficult and not a matured market. Was there

a possibility for future growth and opportunity for more commodities to shift to coastal mode?

Capt Singh, by way of a prelude stated that coastal shipping was pioneered by them in the beginning of this century both in the domestic carriage as well as coastal transshipment. But the movement had been slow with many constraints and difficulties. There was no government support earlier. It was only recently that more attention was given to this sector. In the last couple of years the coastal movement had considerably increased. Last year they had moved 6 million tons of cargo in containers through coastal movement. The growth has been almost 25%, he proudly stated.

In the coastal transshipment side too, in the last two years alone, they had moved almost 350,000 teus

between two Indian ports which had mostly been on the east coast side. Most of the transshipment of containers happened outside India because ports like Kolkata, Goa, Mangalore, Cochin or Tuticorin, were not large enough to accommodate mainline vessels. However each terminal wanted to handle only direct cargo and not the transshipment cargo which was the reason why we had lost out to other countries, he stated.

Most of the coastal movement of domestic cargo happened in the west coast of India. The challenge was to move the cargo to the east coast of India. Moving containers from Gujarat to Kolkata by road was 2300 kms as compared the coastal route which was almost double that distance. To leverage the economies of scale, large vessels were needed to be used. But these large vessels



could not call Kolkata port owing to draft restrictions. Therefore perforce transshipments had to be done at Visakhapatnam on to smaller vessels for on-carriage to Haldia, even though the cargo was destined for Kolkata. Since domestic cargo tended to be heavy “they would deadweight the vessel with just 150 containers.” which increased the logistic costs.

The main problem in India was that there was no movement in the reverse leg. From north to south the vessels go full, however in the reverse direction they came empty. Though there was enough volume of cargoes going from west to east coast, there was nothing moving in the reverse direction. That was the reason why in the reverse journey they moved their vessels to Jebel Ali, with exim cargo for better utilization of the vessel.

If costs are compared port to port vis a vis road, the costs were definitely cheaper. However if comparison are made from door to door with last mile connectivity upto 200kms, the various components added up to make the transportation by sea more expensive.

However other issues have continued to remain. The port charges in Indian ports were among the highest in the world - at least 3 to 4 time higher. It was for this reason why the transshipment of exim containers had moved out of Indian ports and also made domestic movement of cargo more expensive. The transshipment that was happening in India was only a fraction of the number in the neighbouring foreign ports. It was difficult for the numbers to increase, unless the Indian port charges were made competitive.

Could Indian ports be a viable transshipment hubs for the exim cargo, was the question that **Capt J S Gill, Managing Director, Express Feeders Group** sought to tackle. Transshipment ports like Singapore, Colombo or Port Klang had the advantage of being on the long haul route. The vessels could tranship without much deviation and incurring any additional cost. Among the Indian port Vizhinjam Port was most favourably positioned along this route. If the Vizhinjam Port became operational would the shipping lines make the shift? What made Tanjung Pelepas happen? Why did Maersk Line shift from Singapore to Tanjung Pelepas? Vallarpadam



struggled to survive as a transshipment port due to inadequate draft and restrictive cabotage rules. Why was Krishnapatnam was flourishing as a transshipment port and not Chennai. At Krishnapatnam port, Capt Gill said that there was efficiency and the willingness to open up. They are not restricted by TAMP or by vessel or container related costs or any other restrictions. All that was to the benefit of the end user ie the shipping lines. The flexibility at Krishnapatnam port enabled them to load record cargo to Kolkata. Policies needed to be consistent to attract shipping lines, he emphasized.

A company of the size of Tata Steel required extremely complex logistics operations. **Surya Narayan Lenka, Head Container Management and Logistics Services, Tata Steel Limited** expounded on problems and difficulties he faced in the logistics movement as an end user. For every million tonne of finished goods they required 3 million tons of raw material and one million tons of coal. They imported about 15 million tons of raw material that translated to moving 40 tons of material every single day without disruption to various locations which required movement of 10 rakes everyday. They could not afford to be dependent upon any single mode of transport. Therefore the import of material was apportioned to 4 or 5 ports and coastal mode of transport was used for transport of material. There was always a shortfall in the requirement of rakes. To mitigate this problem the raw material for the plants were fed from different ports. “If we rely only on rail we would be highly uncompetitive.” It was truly a

multimodal movement, he said.

There were issues with regard to vessels. The number of vessels required to transport steel was limited due to cabotage rules. The turnaround time was a matter of concern. It all boiled down to the efficiency of a particular port which had an impact on cost. There were also infrastructural problems. In the coastal scenario there were no dedicated berths, or tugs.

Bipin J Kujur, Senior Manager, Coastal and Passenger Services Department, Shipping Corporation of India Ltd, conceded that in coastal shipping, infrastructure was lagging. Absence of long term policy framework, excessive documentation paperwork, lack of bunkering facilities at most minor and intermediary ports, high cost of bunker for coastal shipping, stringent specification for construction of vessels, all lead to its high cost. There were lack of separate berthing and handling facilities for coastal shipping in major ports. There was discriminatory taxation for seamen which discouraged quality officers to join. **Capt Bijay Shekar, General Manager, Navayuga Container Terminal Pvt Ltd**, dwelt on the advantages of the Navayuga terminal which had three evacuation points to take care of any future contingencies. Having sufficient capacity was necessary but it was equally important to have an efficient evacuation system. Scanners have been installed at the terminal which would enable the Custom officers to examine every container from his office premises. They had a berth dedicated for coastal shipping which would have the facility of berthing on arrival.

On the transshipment issue Capt Shekar was of the opinion that a beginning had to be made, involve all the stakeholders to see how it could be made viable. The terminal was now a flourishing transshipment port with Shreyas Shipping and Express Feeders extensively using it. He was confident that the transshipment figures would consistently rise.

He had two requests for the stakeholders. First one was to demand for berthing on arrival for coastal shipping in Kolkata port. Indian ships should not wait at the anchorage, he contended. Secondly he urged the stakeholders to use the Haldia as a transshipment port till better facilities were available in Kolkata. [web](#)



L to R: **Capt Nitin Puri**, Vice President, MSC Agency (India) Private Limited; **Pramod Kumar Srivastava**, Convenor, Association of Multimodal Operators of India; **Naresh Kumar Agrawal**, Treasurer, Nepal Freight Forwarders Association; **Vinit Kumar**, IRSEE, Chairman, Kolkata Port Trust, **Vivek Kele**, Director, Teamglobal Logistics Pvt Ltd, **Shashi Bhushan Shukla**, IRS, Member(Traffic), Inland Waterways Authority of India, **Capt S B Mazumder**, Chairperson, Shipping Committee, The Bengal Chamber of Commerce & Industry

Emerging Logistics Scenario in Eastern and North East Region

Discussions during the session focused on development of inland waterways and how it could connect to neighbouring countries, streamlining documentation to enable shipments move on a single document and developments in the logistics sector in Nepal

The third session began with **Shashi Bhushan Shukla, IRS, Member (Traffic), Inland Waterways Authority of India** highlighting the progress made in the respective waterways in the country. The National Waterway 1 (NW1), the Ganga- Baghirathi- Hoogly river system starting from Haldia to Allahabad, had been taken up for development with the assistance from the World Bank. It was Rs 5,369 crore project. In the first phase, the waterway was being developed from Haldia to Varanasi along with three multimodal terminals - in Varanasi, Haldia and Sahibganj. Each of these

terminals would be connected by road and rail. Containerized movement of cargo had commenced from Varanasi to Haldia. Some of the private players who had shown interest in this mode of transport were, Pepsico, Maersk, Dabur, IFFCO and a few more.

An exclusive container terminal was being built in Kalughat, West Bengal to cater to shipments to and from Nepal. Containers from Kolkata and Haldia Port can come to Kalughat and then move by waterways to Nepal. Likewise Sahibganj could also be used as a terminal for shipments to Nepal. The treaty between India and Nepal needed to be amended to include

transportation by inland waterways.

In NW1, an Indo-Bangladesh Protocol route was being developed. From Sunderbans, the waterway would connect the Bangladesh rivers - Jamuna, Meghna and Kushiya rivers. The NW1 would get connected to the waterway NW2 ie the Brahmaputra river. The Ganga and the Brahmaputra rivers would be connected through the Indo Bangladesh Protocol route. The Barak River in Bangladesh was being dredged with 80 per cent financial assistance from India. Once the project was completed there would be a uniform draft of 2.5 meters from

Haldia to Bangladesh along this entire stretch.

Dredging was also being done on the Brahmaputra River from Dhubri to Dibrugarh that would maintain a uniform depth of 2.5 meters. There was a jetty in Dhubri and a multimodal terminal at Guwahati. One additional multimodal terminal was being planned at Jogighopa, Assam. From Varanasi to Dibrugarh, a distance of 3500 kms, there would be seamless waterway with a draft of 2.5 meters. With this the northeastern part of India would be connected to North and Eastern parts of India.

Vivek Kale, Co - Founder and Director of Team Global Logistics Pvt Ltd spoke on the future of logistics. An important requirement was the need to have a uniform contract of carriage that helped shipments to move on a single document. Traditionally the multimodal document was meant for exports out of India. Now efforts were being made that would enable exporters to have a single document for the carriage of goods along the inland waterways, not just in India but outside India also. The multimodal transport document was already under amendment. The ICEGATE system does not have a coastal shipment module, which was also being prepared. The PCS ie Port Community System (PCS) was now being linked to the ICEGATE system. The electronic module of coastal shipping and the Inland Waterway Transport (IWT) needed to be linked to the ICEGATE system. And all these systems were to be linked to the PCS not just in India but with the systems in the neighbouring countries also, he said. This dispensation would ensure seamless movement of cargo within and outside India.

Naresh Kumar Agarwal, Treasurer, Nepal Freight Forwarders Association gave an insight into the developments in the logistic sector in Nepal. He was of the opinion that all these years they have not been able to take the benefit of the logistic sector in India. The traditional gateway port for Nepal was Kolkata. There were problems in documentation. Even though the shipment were of Nepal origin, all the documents had to be processed in India again, despite the fact that the duties were paid in



Nepal. Because of this reason they had been forced to move away from Kolkata to Visakhapatnam Port. At Visakhapatnam the shipment moved under Electronic Cargo Tracking System (ECTS). Under this mode of transshipment modality, the container were able to move to ICD Birgunj without presentation of documents to the Indian side. From 15th February similar arrangement was to have been implemented from Kolkata Port also. However till date the system had not been implemented.

The problem arose when the Bills of Lading for import were issued for Kolkata instead of ICD Birgunj. The Nepal government was now making it mandatory for opening Letters of Credit with terms showing as CIF or FOB ICD Birgunj. As far as infrastructure was concerned Nepal had 15 road entry point from the Indian side. They had 4 ICDs of which only one was connected by rail and the other 3 were connected by road. They have plans for 4 Integrated Check Post (ICP). One was already operational at Birgunj. Nepal intended to have CFS in each of their 7 states. Almost 65 per cent of the cargo comes to ICD Birgunj.

Finally the Indian and the Nepalese government had principally agreed to provide Nepal access to the waterways. This would enable Nepal to move cargo through multimodal transport. Agarwal concluded by saying that ECTS and waterways agreement would need to be implemented in the transit treaty between Nepal and India.

Capt Nitin Puri, Vice President, MSC Agency (India) Private Limited

spoke of the problems they faced at Kolkata port particularly in the winter season when there were draft problems. When such situations arose, they were forced to look for alternate solutions of deploying barges, double banking at Diamond harbour to fill up the vessel. But unfortunately the availability of barges was limited. He was of the opinion that the port should have their own barges to enable shipping lines to deploy them. This would increase throughput for the lines. But despite the problems, the volumes in Kolkata port had risen.

Vinit Kumar IRSEE, Chairman, Kolkata Port Trust felt that the focus had shifted from west to east which was encouraging. Last year they had achieved the highest ever traffic of Kolkata Port Trust and for Kolkata Dock System. And he hoped that this year they would surpass the target. Further he was confident that the Haldia Dock System would also achieve the highest ever cargo handled. They were in talks with PSA for mechanising berth number 3. They were also contemplating to convert one of the jetty to a container or a break-bulk terminal. That would be on a PPP project. On shore, with regard to rail evacuation, they could handle one and half rakes per day. Two additional line were being doubled which were under construction. He hopes that within three months they would have two full rake sidings for loading containers. This would take their number of rakes handled per day to 4. The road conditions were bad two years ago, but now they had a budget of Rs 100 crores for improvement of road infrastructure.

They also had plans to evacuate cargo through waterways. Very soon they expect to have Ro-Ro service from Bhoot Ghat to Sakhrail. The plying vessels would have a capacity of 20 trucks.

For Haldia there was a plan for the mechanisation of one more berth. They were also coming up for liquid facilities - one at outer terminal two and the other Shalukhali. This would increase their liquid capacity by 4 to 5 million metric tons.

In Capt Puri's opinion the growth in the eastern sector was taking over the growth in the western sector. He also felt that Kolkata and Haldia would be a major player in the movement of NW1. [img](#)



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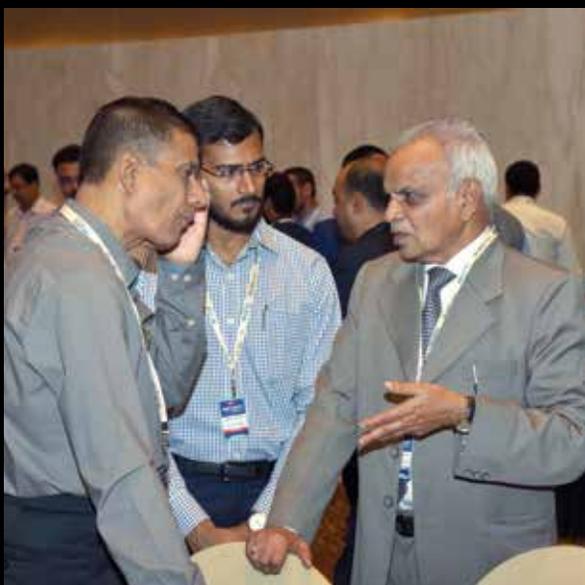
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R to L: **Ramprasad Ravi**, Editor in Chief & Publisher, Maritime Gateway felicitating **Afsar Uddin Ahmed**, Director, Shippers Council of Bangladesh; **Prakash Singh Karki**, President, Nepal Freight Forwarders Association, **Ziaul Islam**, Director, Shippers Council of Bangladesh; **Naresh Kumar Agrawal**, Treasurer, Nepal Freight Forwarders Association.



A leader in capacity building

Narottam Morarjee Institute of Shipping renowned for churning out talented workforce for the shipping and logistics sector at its 40th convocation reiterates its goal to offer quality training at an affordable cost

by Hemang Palan



Mumbai-based Narottam Morarjee Institute of Shipping (NMIS) held its 40th Convocation on February 16, 2019 in Mumbai at The Shipping Corporation of India's Auditorium.

Ugo Vincent, Managing Director, CMA CGM India presided over the function as its Chief Guest and Mukesh Oza, CEO & President, Samsara Group presided as a Guest of Honour along with Capt Anoop Sharma, CMD, The Shipping Corporation of India and President, INSA and S V Kher, Chairman, NMIS GC and Director B&T, SCI.

Delivering his address to an array of dignitaries, students and the cadets present at the convocation ceremony, Capt M M Saggi, Director, NMIS, said: "Our vision is to impart world class commercial shipping and related logistics training to professionals who wish to pursue their career in this field at an affordable cost. Our mission is to strive for growth in shipping and related logistics through capacity building."

"Our goal is 'Shipping Padhao – Shipping Badhao'. Last but not least, please remember, we are an institute of the industry, by the industry and



for the industry," added Capt Saggi. He proudly informed the gathering that many benevolent donors such as DL Shah Trust, Seahorse Trust, DP World, JB Boda, Polestar Maritime, Prerna, MUI, NUSI and Krishnapatnam Port support over 100 NMIS deserving students by subsidizing 50 per cent of their fees. NMIS also subsidizes 50 per cent fees of more 50 students. Thus the fees of 150 students or 1 out of every 4 students is subsidized at NMIS.

While congratulating the students of NMIS, Mukesh Oza - CEO & President, Samsara Group delivered an emotional speech and said: "Ships' size and speed can change. But DNA

of shipping will never change. This DNA is transparency, relationship and hard work. Never give up the struggle. Be humble. And remember, dedication and focus on your work always pays in the longer run."

The chief guest, Ugo Vincent - Managing Director, CMA CGM India, said: "India will have to maintain vibrancy in the maritime sector to sustain the ongoing economic growth of the country. India will create a huge demand for trained maritime workforce in the years to come. I am confident that a highly reputed institute like NMIS will be able to provide the requisite talent to the Indian maritime industry." "My message to the young students is: Be ambitious, believe in yourself and never forget where you come from," added Mr Vincent.

Capt Anoop Sharma – CMD, The Shipping Corporation of India and President – INSA reiterated the Government of India's focus on implementing novel ideas in the teaching methodology. He said: "As young millennials are very tech-savvy, we should use cellular technology for imparting the maritime education by designing academic capsules which can be easily accessed using smart phones at any given point of time. Continuous innovation in the teaching methodology is absolutely necessary."

Total 128 NMIS students were handed over certificates at the Convocation ceremony. Also, NMIS management conferred the prestigious 'Honorary Fellowship' to: Mr Mukesh Oza - CEO & President, Samsara Group; Shantanu Bhadkamkar – MD, ATC Global Logistics and Ramesh Ramakrishnan, Chairman, Transworld Group. [img](#)

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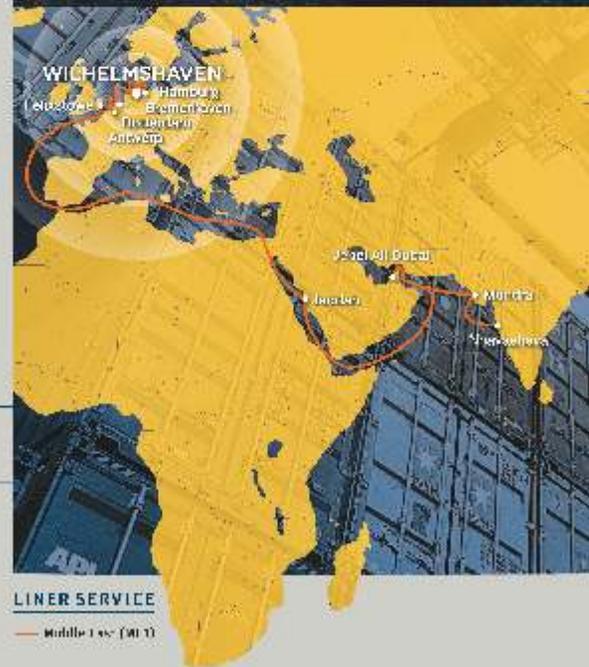
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