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"Containers are going to be the future of trade"

A Tribute to Change Agents

At the Gateway Awards, former shipping secretaries who changed the course of Indian maritime industry were honoured





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OPENING REMARKS

India's container capacity on the rise



India's Container Market has been witnessing steady growth with the total installed capacity breaching the 20 million TEU level with another 20 million in the making. All this capacity is being added keeping in view India's infrastructural requirements because of a projected rise in trade by 2020. All these capacities are being added envisaging better growth in EXIM cargo with ambitious programmes such as Make in India, industrial dedicated freight corridors and the Sagarmala.

While optimists believe that capacity addition is needed in view of the growing consumption demands of India, others look at excess capacities being built up around dormant hinterlands. Either way, Indian container market remains exciting for investments. What lends credence to this argument is the growing forelands and hinterlands. States such as Bihar, Odisha, Jharkand and Chattisgarh have surprised all with sizeable volumes of cargo emerging from these centres. This is sufficient indication that India will meet its manufacturing target and account for 12 per cent of the GDP compared to the 6 per cent now.

What is equally important is that India becomes an export oriented economy too to reap the benefits of globalisation. For this, infrastructure bottlenecks that hinder movement of goods should be addressed first. That the government has set up a SPV to address port connectivity issues conveys the right intent. That said, the centre should also breathe life in to such SPVs by hastening the development of the freight corridors that have been limping right from the word go. Creation of more industrial zonal and clusters will also help aggregate cargo for Concor and private terminals to run trains and pick up cargo. Simultaneously, India's coasts should be made more liner friendly by relaxing certain on cabotage and bunkering to make it easier for movement of exim cargo. If these measures are put in to place, India could speedily climb up the ladder and rank among the BRICS nations in the ease of business index. Maritime Gateway, since its inception, has been a pioneer and patron of trade in India and has been an effective agent in bringing together policy makers and the industry.

In its third edition of Containers India, all pertinent issues related to improving India's Container Use Index were discussed and deliberated. This was followed by a gala awards ceremony conferring individuals and companies the Gateway ward in 16 categories for stellar performance. Read on to enrich yourself with the experience of being a part of the event.



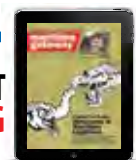
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COVER STORY p.30

THE GATEWAY AWARDS 2015
THE BENCHMARK OF INDIAN MARITIME BUSINESS

CELEBRATING EXCELLENCE

The Gateway Awards is one of the most coveted awards in the maritime industry honouring individuals, organisations and companies from across India's maritime industry. Now in the eighth year, these awards promote best practices, innovation and motivation.



EVENT REVIEW: CONTAINERS INDIA
"Containers are going to be the future of trade" 18



MARKET ANALYSIS: CONTAINER TRADE
Indian Container Market 2015 56

India is poised to witness growth in container trade with total container handling projected to cross the 12 million teu mark in 2015-16. The third edition of the report, developed in collaboration with Drewry Maritime Research provides vital insights into the sector and brings to the fore major issues affecting container business in India. A highlight of the report is the compilation of the existing and upcoming container terminals across the Indian ports.

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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.

1. LOGISTICS
2. TRANSPORT OPERATOR
3. CLEARING
4. WAREHOUSING
5. CRANE



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.

“Excellence is an art won by training and habituation. We do not act rightly because we have virtue or excellence, but we rather have those because we have acted rightly. We are what we repeatedly do. excellence, then, is not an act but a habit.”

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...

WHY SPEEDWAYS

Standing firm in the sector for about four decades, we have gained mass success and reputation standing on the pillars - GOOD SERVICE, RELIABILITY, TRUST, DEDICATION AND PROFESSIONALISM, experiencing the services, one does say - DEFINITELY SPEEDWAYS!!

CHAIRMAN SPEAKS

SPEEDWAYS LOGISTICS PVT LTD, a pioneer company in the Logistics trade stands strong and firm in the Eastern Sector to provide the best solutions to all customers, reputed amongst all, we have been serving the EXIM trade for more than four decades with an endless list of satisfied customers.

SPEEDWAYS LOGISTICS PVT LTD has come into being with a view to provide the EXIM trade with "Total Logistics /solution" including "Containerised and Project Sea freight Consultancy and Forwarding", with allied services being provided for Transportation, Warehousing, Packaging, Stuffing/ De stuffing, Ship Chartering, Handling of project machinery originating from anywhere, or destined to anywhere in the world, and delivering it up to the shippers/ consignees door.

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VOICES



Back in the 1990s no one was ordering ships and there was undercapacity.

Then everyone went out ordering again. It's about trying to get the right timing in the cycle. ””

Brian Godsafe
Managing Director, Maersk Line UK



EU countries that account for 16 per cent of India's exports are facing stagnation and deflation. The appreciation of the

Rupee against the Euro has adversely impacted India's exports to EU. ””

Nirmala Sitharaman
Minister of Commerce & Industry



Twenty per cent reduction in logistics costs of non-bulk goods is expected due to a rationalised tax policy.

Domestic production will become cost effective with ensuing 3.2-6.3 per cent annual gains in exports. ””

Rana Kapoor
President, Assocham.



Government's move to protect domestic steel industry through hikes in import duty and anti-dumping measures should go

hand-in-hand with increase in duty drawback to exporters. ””

Anupam Shah
Chairman, Engineering Export Promotion Council, India

GRAPHICS

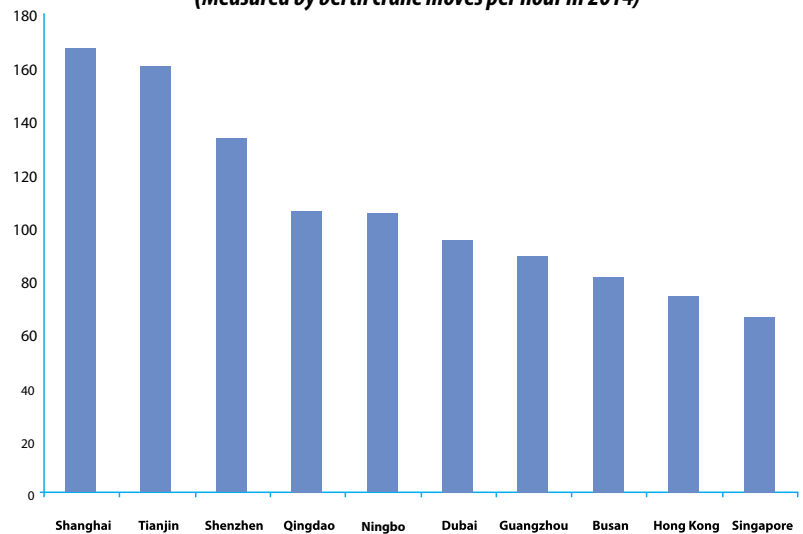
Who has the biggest?

Shipping Line	Name	TEU capacity	Since
Maersk	Triple E series	18,100	2013
China Shipping	CSCL Globe series	19,100	2014
MSC	Oscar, Oliver	19,200	2015
MOL	n.a	20,000	2017 (expected)
CMA CGM	n.a	20,600	2017 (expected)
OOCL	n.a	21,100	2017 (expected)

Sources: Own data collection based on various editions of Lloyds List

Top 10 ports by Berth Productivity

(Measured by berth crane moves per hour in 2014)



Top 10 transshipment hubs in the US

US PORT	01/01/2015 – 08/05/2015		01/01/2014 – 08/05/2014		% Change
	TEUs	% of TEUs	TEUs	% of TEUs	
TOTAL	1,440,573.93	100.00%	1,602,443.22	100.00%	-10%
Tacoma, WA	356,809.73	24.77%	390,875.84	24.39%	-9%
Seattle, WA	344,959.39	23.95%	336,778.79	21.02%	2%
Houston, TX	188,103.84	13.06%	209,126.15	13.05%	-10%
Charleston, SC	116,935.42	8.12%	92,337.25	5.76%	27%
Los Angeles, CA	80,567.42	5.59%	91,615.72	5.72%	-12%
New York/Newark	74,694.90	5.19%	104,900.15	6.55%	-29%
Port Everglades, FL	67,981.45	4.72%	84,667.53	5.28%	-20%
Long Beach, CA	60,101.75	4.17%	59,448.31	3.71%	1%
New Orleans, LA	25,550.20	1.77%	2,385.11	0.15%	971%
Savannah, GA	23,619.40	1.64%	46,028.48	2.87%	-49%
All Others	101,250.43	7.03%	184,279.89	11.50%	-45%



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GROUP



The shipping container skyscraper

Architects in China are currently experimenting with ideas to build two skyscrapers using shipping containers in one of the world's largest slums in Dharavi, Mumbai, India.

The proposed skyscrapers would be 400 metres and 200 metres high, with the first tower climbing to 139 floors and the second reaching 78 floors. If the shipping container skyscrapers come to fruition, they will be supported by a concrete and steel structure.

Customs clearance simplified for pharma

The Commerce Ministry has set up a sub-committee to look into simplifying the exports of pharmaceutical cargo from the airports and sea ports with a single clearance. The committee will look into the possibility to permit a pharma consignment cleared by the Customs inspector and sealed electronically at the first point of clearance to ensure that it would not need any further checks.

Currently, the pharma export cargo moving out from the international airports and sea ports are required to adhere to 17 legislations which mandate inspections at every stage of its entry into any airport and sea port.

Gateway Distriparks to set up CFS and warehouse at Krishnapatnam Port

Gateway Distriparks Ltd will set up a container freight station (CFS) and warehouse at Krishnapatnam Port. Forty-eight acres of land near Nellore has been acquired for the purpose. The CFS will have facility for clearance and storage of containerised imports and exports. It will provide domestic tariff area (DTA) warehousing facility for consolidation of cargo as well as distribution solutions. The facility will expand Gateway Distripark's footprint to secure more business from importers and exporters of Andhra Pradesh, Telangana and bordering areas of Karnataka including Bengaluru.

New vehicle terminal at Ennore Port

To meet the growing export of vehicles, India has plans to construct a new terminal in the southern Port Ennore at Kamarajar city. The construction of the vehicle terminal will start in 2016.

The massive increase in production capacities of Renault SA and Hyundai Motor Company are the primary influencing factors behind the plans to construct the new terminal. The growth in car exports through Ennore Port for the first six months of 2015 is 11 per cent and it is estimated to reach the limit of 3,00,000 cars handled through the terminal during the next fiscal year.



JNPT gets new chairman

Anil Diggikar has been appointed as new Chairman of Jawaharlal Nehru Port Trust (JNPT). Diggikar is a Maharashtra cadre IAS officer of the 1990 batch and has served as the Managing Director of Maharashtra State Road Development Corporation. Union Transport Minister Nitin Gadkari has ensured that a state cadre IAS officer is appointed to head JNPT. The major port handled 63.08 million tonnes of cargo during 2014-15, including 4.467 million teu. It is poised to handle 10 million teu by the year 2020-21.



Jal Marg Vikas project takes off

Work has started on the 'Jal Marg Vikas' (National Waterway-1) project, which envisages developing a fairway of 1,620 km between Allahabad and Haldia stretch with a \$3.5 million funding. The project would enable commercial navigation of 2,000-tonne vessels. The development of NW-1 will result in a viable supplementary mode of transport and huge quantities of bulk cargo can be transported thereby helping in economic development of this region.

DB Schenker appoints Oliver Bohm as CEO in India



Oliver Bohm will be the new CEO of Schenker India Pvt. Ltd. He replaces Reiner Allgeier who is taking another appointment within the DB Schenker

network. Bohm will be responsible for the overall country management and growth of Indian business. He has more than 27 years of experience as a business leader in numerous roles and has held various leadership positions with DB Schenker in the Asia Pacific region and globally. Earlier he held the responsibility of Vice President - Sales & Key Account Management in the regional head office at Singapore.

Round the year bunkering at Cochin Port

'SANGHRAJKA-4' – a 1,500-tonne capacity barge – has been deployed at Cochin Port for bunkering 24x7 throughout the year. This barge can supply bunker to transiting ships in the outer roads of Cochin Port even during monsoon. The barge, chartered by M/s Geostan Marine Pvt Ltd, can carry 1,400 MT of black oil and 200 MT of white oil. The vessel built in 2014 is licensed to operate 24x7 throughout the year. With this the fleet of barges in the bunker trade at Cochin Port has gone up to six.

Tuticorin Port to have rail connectivity to Kerala

Tuticorin Port will have direct rail connectivity to Southern Kerala with the commissioning of the 50-km stretch of the gauge conversion project across the Western Ghats linking Shencottah in Tamil Nadu with Punalur in Kerala in the next two years.

Commissioning of this project will help cashew trade to transport their products to the Tuticorin Port besides assisting the trade in South Tamil Nadu to transport vegetables and cement to Kerala. Sixty per cent of work on the project has been completed.

IFC to invest in Indian logistics projects

International Finance Corp. (IFC) has expressed plans to invest at least \$700 million in existing transport and logistics infrastructure projects in India. "IFC is looking at investing in segments including logistics back-up of e-commerce companies, warehousing companies, operating road assets and CFS, besides renewable energy firms," said Sujoy Bose, IFC's Global Head of Infra and Natural Resources. IFC's total infrastructure portfolio in India with equity and debt is around \$2.6 billion.

INSTC slashes cargo transport time to Russia

The proposed international North-South Transport corridor (INSTC) is expected to slash time for transportation of cargo to Russia from India to about 30 days, just half of the time presently taken through Suez Canal. The multi-modal transport system connects the Indian Ocean and Persian Gulf to the Caspian Sea via Iran, from where it connects St Petersburg and North Europe. Recently, India and Tajikistan have agreed to enhance connectivity through the INSTC. Tajikistan shares a long border with Afghanistan and has immense significance for India.

Adani's new container terminal at Ennore

Adani's new container terminal at Ennore is expected to go on stream by March 2016. The terminal is being constructed at a cost of ₹1,270 crore. The terminal will be one of the key hubs for Adani, which is trying to strengthen its presence in the East Coast. Total capacity of the terminal would be 1.2 million teu, of which 0.8 million teu will be ready in the first phase. The terminal is expected to bring down prices as competition between terminal operators at Ennore, Chennai, Kattupalli and others in the East Coast will intensify.

Allcargo consolidates its leadership in the coastal shipping space

Allcargo Logistics has acquired two additional vessels aggregating 24,000 dwt for its coastal shipping business. The company now owns a total of five cargo vessels making it one of the largest players in the logistics industry. The fleet expansion will help meet the growing requirements not only of coastal shipping but regional trade and commerce as well.

Audrey Dolhen appointed MD, CMA CGM India

At a recent event held in Mumbai, CMA CGM welcomed Audrey Dolhen to head the India operations as the new Managing Director. Audrey joined the group in 2006 and has been growing along with the company. Over the years, she developed a strong expertise of the shipping industry and the Indian market. She will lead the team in meeting clients' needs and expectations and in pursuing the group's development on the Indian subcontinent.



CMA CGM India operates 13 weekly direct services calling 11 ports and 11 indirect services, connecting India to the world. CMA CGM continues to diversify and expand its offer in India. In April 2015, the group acquired a strategic stake in LCL Logistix, a logistics leader in India, via its subsidiary CMA CGM LOG. In mid-2016, CMA CGM will launch a new container terminal in Mundra in association with the Adani Group.

📌 New train service at Chennai port

A new train shuttle service for import containers from PSA's Chennai International Terminals Pvt Ltd to Inland Container Depot Tondiarpet has commenced on July 24, 2015. This movement of import containers complements the movement of export containers by rake from the ICD, providing an alternative mode of transport for the container traffic. A fully laden rake from the terminal can reach the ICD within five hours as compared to around three to ten hours taken by around 40 trucks to move equivalent volume of containers to the CFS near Tondiarpet. This will help Chennai Port reduce the number of trucks and minimise the road congestion for containers moving to and from the port.



📌 JICA and JNPT explore future cooperation

Delegates from Japan International Cooperation Agency (JICA) visited JN Port to collect information on Port infrastructure with the aim of determining industry/supply-chain and logistics development scenarios and recommend potential future cooperation strategies.

The visit is part of the initiative to strengthen international transportation trunk line network of South Asia by improving maritime transportation through port infrastructure development.

📌 Ponnani Port to come up in Kerala

The work on the ₹763-crore cargo port at Ponnani in Kerala's Malappuram district will start soon. The all weather port will be developed on PPP basis by Ponnani Ports Pvt Ltd, a SPV created by the Chennai-based Malabar Ports Pvt Ltd and the Kerala government.

The project will be on build-operate-transfer basis. Ponnani Ports will operate it for 30 years. The PPPL will pay the government 2.75 per cent of the revenues a year for the first 15 years and 4.5 per

cent in the second half. The port, when fully developed, will be spread over around 400 acres. The first phase, which is expected to be completed in three years, will use up nearly 250 acres.

The state government has acquired 29.3 acres to be leased to the company for 33 years and the land will be its stake in the project. The company will reclaim from the sea the rest of the land required. A 2-km-long breakwater will be constructed for the port.

📌 APSEZ forms strategic alliance with NCML

A dani Ports and Special Economic Zone Ltd (APSEZ) has entered into a strategic partnership with National Collateral Management Services Ltd (NCML) for collateral management and warehousing services. The objective of these services will be to assist industries, traders, importers and exporters in financing their capital requirements at all stages of the supply chain, ranging from post-harvest storage to export or import. The arrangement will result in substantial new business for NCML across Gujarat and several other southern states of the country. It will provide an opportunity to field functionaries of NCML to extend finance against warehouse receipts.

📌 License fee at AP Ports increased

The government has revised the rates for various services extended at the minor and intermediate ports in Andhra Pradesh. The Infrastructure and Investment Secretary issued a Government Order enhancing the fees for various licences – steamer agency licence, stevedoring, ship handling, surveyors, hazardous waste oil, bunkering, ship repairs and pest control. A Government Order has also been issued enhancing the landing and shipping fees leviable at the port of Rawa in East Godavari district. Accordingly the rates for crude oil cargo were increased from ₹30 per metric tonne to ₹40 per metric tonne. The enhanced rates would become payable after one month from the date of publication on the notification.

📌 Work on JNPT SEZ to start soon



Work on the Jawaharlal Nehru Port Trust (JNPT) SEZ is expected to begin in four months as all approvals including environmental clearance are in place. The ₹4,000 crore project will change the landscape of the Uran-Dronagiri stretch, and is expected to be completed in two years.

The detailed project report was prepared by L&T IEL and approved by the JNPT board in May. It will be opened for sectors such as engineering, apparel and textiles, electronics and hardware, multi-services and non-conventional energy and will be a free trade warehousing zone. The project will generate direct and indirect employment to project-affected people.

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ICD Sanand to handle double stack containers

Thar Dry Port popularly known as ICD Sanand becomes the first and only ICD to receive permission for movement of double stack containers on existing BG low platform container wagon type BLCA/BLCB for its ICD at Sanand from ports of Mundra and Pipavav. Running double stack container trains will reduce terminal congestion, route capacity will increase, make transit faster, reduce turn around time, increase revenue for Customs and Indian Railways.

The ICD is in advanced stages of completion of its own three rail sidings (PFT) within its terminal to efficiently handle container trains which will ensure faster turnaround of containers saving both time and cost for shippers and Shipping lines.

Pearl Ports & Warehousing inaugurates ICD at Hosur



Pearl Ports & Warehousing Pvt Ltd inaugurated its new ICD at Hosur. The facility will fulfil a long-felt need of the industries and trade in the area, who have till now been dependent on similar facilities in Chennai. It will reduce the overall cost and time for exporters in Hosur by rendering complete port functions which till recently were available only at Chennai Port and Customs House. All the activities at the ICD are computerised and linked to the Customs ICEGATE network. It is equipped with handling equipment like Kalmar reach stackers, forklifts, cranes, etc. A fully-paved yard for storage of empty/loaded containers with high mast lighting has been provided.

Essar Ports expansion plans

Essar Ports is planning ₹3,500 crore capital expenditure in the next three years as a part of its corporate expansion plans. Till date, the capital deployed by the company is about ₹10,500 crore. Funds for the capital expenditure would be raised from debt and equity, in the ratio of 70:30.

For upgrading port infrastructure at Salaya Terminal around ₹350 crore would be invested in the coming months. Paradip coal terminal would require about ₹850 crore and Hazira terminal would cost about ₹750 crore, to expand its capacity from 30 to 50 million

tonnes. At Vizag coal terminal, ₹1,150 crore would be invested. The remaining funds would be used for other port-related infrastructure. The cumulative cargo handling capacity of all the ports controlled by the company is about 120 million tonnes. Essar Ports plan to increase this to 140 million tonnes by the end of the current fiscal. The company is looking at handling 190 million tonnes of cargo by 2017.

Essar Ports would be able to double its capacity at Vadinar, Salaya and Hazira terminals as and when the economy of the Country picks up.

Dedicated Freight Corridor in Bihar

The first 56-km stretch of the much-awaited Dedicated Freight Corridor (DFC) project would be commissioned in Bihar in March next year. The stretch between Durgawati and Sasaram will be completed and commissioned by the end of the current financial year. The stretch on the Eastern arm of the project would divert largely coal freight from existing rail network. DFCC would gradually eliminate all the 18 level crossings on the 56-km stretch by building road overbridges and road underbridges. The section is being constructed with an average investment of ₹20 crore per km. DFCC is currently building 3,000 km of double track freight-specific lines from Ludhiana in Punjab to Dankuni in West Bengal as the Eastern DFC and from Dadri in Uttar Pradesh to Jawaharlal Nehru Port Trust in Navi Mumbai as the Western DFC.

RoRo operations at Pipavav Port

APM Terminals Pipavav and NYK Auto Logistics (India) commenced RoRo operations at Pipavav Port. Ford Motors India Pvt Ltd dispatched the first lot of its new Ford FIGO built in its Sanand plant in Gujarat for exports through the vessel, *m.v.Grand Dahlia* that carried 1,300 vehicles. APM Terminals Pipavav currently has three business verticals under its service portfolio which include container, bulk and liquid cargo. Automotive cargo will be the fourth business unit which will add to both the top line and bottom line and help the business grow in the long run.



Coastal movement of cotton from Gujarat ports to Tuticorin

About 40 lakh bales of raw cotton will start moving by coastal shipping from Gujarat Ports to Tuticorin in south Tamil Nadu every year in an effort to bring down freight costs drastically. The shipment will commence in the next two months and will continue till the end of the cotton season in May every year. A MoU has been signed between Southern India Mills Association and Indian National Shipowner's Association

(INSA) in this regard. The shipowners have agreed to transport cotton in 40 feet containers at ₹40,000 which will work out to ₹650 per bale (170 KG). The Shipping Ministry has announced an incentive of ₹6,000 per container to encourage coastal shipping. If the incentive is taken into account the freight rates will come down to ₹600 per bale as against ₹850 per bale if transported through road transport.

Logistics park in Firozabad

The UP government is planning a logistics park in Firozabad, for which the required 200 acre land has also been identified near Badhan railway station by the UP Expressway and Industrial Development Authority (UPEIDA). The park would be used as a single point from where various agricultural and industrial goods would be transported directly to the ports from where they would be exported abroad. So far, goods from UP are sent to Delhi for export. The site has been chosen considering its close proximity to the railway station and the proposed Lucknow- Agra expressway, which in turn will be connected to the dedicated freight corridor between Delhi and Howrah. In fact, the expressway is proposed to cross the Badhan railway line.

Visakhapatnam Port to improve efficiency

The Visakhapatnam Port is preparing an action plan to avoid bottlenecks to improve its efficiency parameters based on the recommendations of the Boston Consulting Group (BCG). The Ministry of Shipping engaged the BCG for studying the working pattern, various facilities available, and modernisation plans of all the 12 Major ports, which are now going on. The study of Visakhapatnam Port is completed, and based on its findings, an exercise has been launched to match international benchmarks. Evacuation is one of the problem due to which full utilisation of capacity is not being achieved by BOT operators like Vedanta, which operates general cargo berth.

In its detailed study, the BCG recommended streamlining the system after studying revenue earning and performance parameters. For instance, Vedanta is able to handle one-third of its capacity. The railway authorities are also not able to give 4.5 rakes on an average as against the requirement of 10 rakes. The study recommended providing the operator with conveyor belt and stacker recliner for maximising berth productivity

Doehle Danautic renamed Elektrans Global



Doehle Danautic India Pvt Ltd has been renamed as Elektrans Shipping Pvt Ltd and is part of the Elektrans Global Group. The company caters to all the sectors of the marine industry and offers tailor made, consolidated, cradle to grave solutions to suit its clients' requirements and budgets. In June 2015 the company ventured into a new vertical – “consolidation.” This saw the company rapidly expanding its operations with offices in Bhilwara, Jaipur, Bengaluru, Hyderabad, Kochi, Nashik, Pune, Ahmedabad, Kanpur, Ludhiana, Chennai, Kolkata and Bhavnagar.

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Time table for freight operations

Indian Railways will come out with a time table for goods train movement, a first for the public transporter, to attract more loadings and improve the delivery schedule. "Once the two corridors, which are being constructed for exclusive movement of goods trains, are operational then we will be able to shift goods transportation from the roads to rails as we will come out with a Time Table for freight operation," said Adesh Sharma, Managing Director of

Dedicated Freight Corridor Corporation.

The speed of goods train will go up to 100 km per hour as against the current speed of 25 km per hour, frequency of freight movement will also increase significantly. The Dedicated Freight Corridor network would attract setting up of Multimodal Logistics Parks along the corridor to facilitate value addition including packaging, retailing, labeling and transportation.

Railways allows private firms to develop freight terminals

Indian Railways has ruled out allowing private firms to use its network for goods transportation but it allows private freight terminals, revealed Manoj Sinha, Minister of State for Railways. However, private firms can transport commodities using Indian Railway network in containers and can also develop freight terminals, Sinha added.

Private freight terminals are developed under Private Freight Terminal Policy of 2010 which was revised in 2015. So far 59 proposals of private freight terminal have been received out of which 24 terminals have been notified and 35 granted 'in-principle' approval.

Deep water port at Cuddalore

Tamil Nadu government has decided in principle to build a modern deep sea port in Cuddalore about 200 km south of Chennai. Ideally situated amidst a row of thermal plants in the vicinity, the Port Town emerging as East Coast's chemical hub, availability of deep water near the port and extensive hinterland extending up to Coimbatore and Bengaluru with good rail connectivity have all combined

to persuade the Tamil Nadu government to go in for the deep water port.

The state government has invited consultants through tender. The selected firm will be responsible right from the preparation of feasibility report, identifying developer to build the port and the signing of the concession agreement to operate the modern port.

Amendment in Merchant Shipping Act

The government has introduced a bill in Parliament to amend the Merchant Shipping Act, 1958. The aim is to bring the law in line with the global convention to protect the environment. The Union Cabinet had cleared the amendments to the Act in April this year.

The amendments also seek to protect human health from ballast water and sediments used in ships. If approved, all new ships will have to carry a ballast water record book and follow ballast water management procedures to a given standard.

Existing ships will be required to do the same, but after a phase-in period. The ships are required to be surveyed and certified and may also be inspected by port state control officers who can verify that the vessel has a valid certificate. The Bill provides for penalty on violation or non-compliance of the provisions.

PSUs to decide on cargo transportation

To empower government PSUs to take quick decisions for transportation of cargo in ocean, the government has approved decentralisation of existing chartering arrangements, a move that would promote tonnage. The decision allows central and state PSUs to make their own arrangements of bulk cargo movement without having to route the requirements through the Ministry of Shipping.

As a step towards further simplification in respect of general liner cargoes, government departments/PSUs can now finalise import contract both for free on board or cost & freight basis, subject to right of first refusal being given to Indian ships, in case of FOB import with the need of prior permission from the Ministry of Shipping.

Revised policy for stevedoring and shore-handling



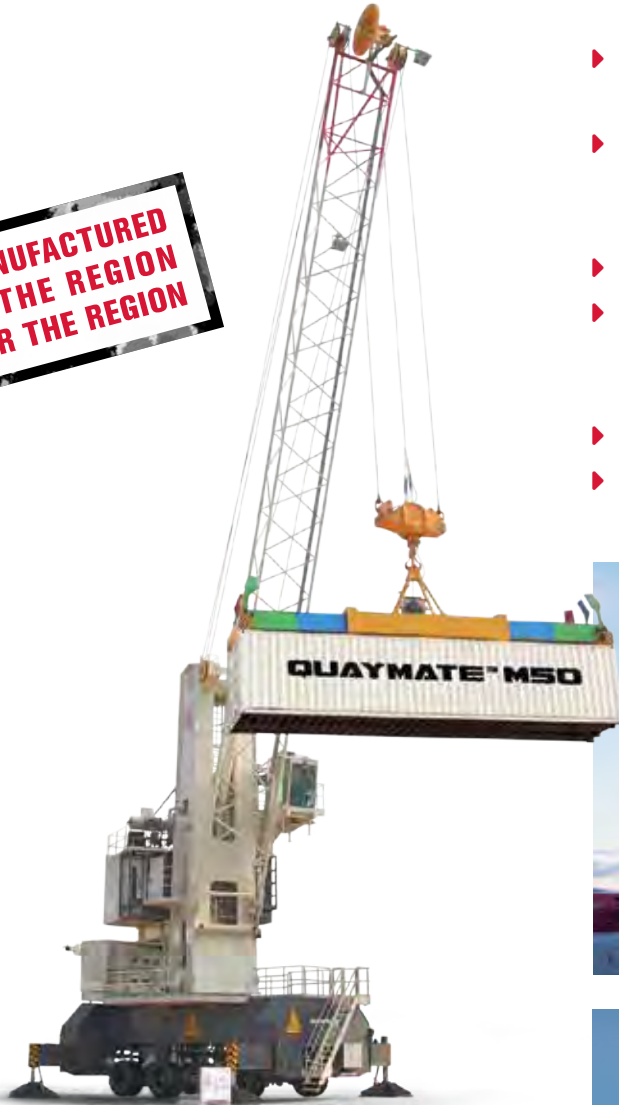
The government has introduced a revised policy for stevedoring and shore-handling activities in major ports. According to the policy, the Shipping Ministry will sell permits to stevedores and shore-handling agents to undertake cargo handling operations from the non-mechanised berths of government-owned ports through auctions on a revenue-share basis for a period of three years.

The auction system is based on the TAMP notified tariff. All eligible applicants who are ready to match the highest revenue share shall be given licences. The stevedoring and shore-handling agents can charge the rates from their principals not exceeding the ceiling tariffs notified by TAMP.

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"CONTAINERS ARE GOING TO BE THE FUTURE OF TRADE"



(L to R) Capt Deepak Tewari, Chairman, Container Shipping Lines Association, Dr Vishwapati Trivedi, Chairman, National Shipping Board, Sabyasachi Hajara, former chairman, SCI & Chief Advisor, Elektrans Shipping Pvt Ltd

World trade today is becoming extremely dynamic and less predictable because of volatile currency patterns, altering demand for commodities from the Chinese and a steady fall in crude prices. These factors have had far reaching effects on global shipping trade as well. Ship owners, charterers, ports and terminals and cargo owners are making many adjustments in the way they conduct their business – sometimes grinning and bearing it all and at most times accommodating imbalances in export-import trade by making small changes to their operations. This ripple effect is being borne by India too with the country's operators in the shipping trade drawing up new plans to align themselves with global patterns.

While sometimes a small adjustment is all it may take for smoother operations; tougher times call for sterner action, a transformation of sorts in the way

business is conducted. Businesses and governments have to think differently to be able to facilitate trade and its functioning. Policies have to be rewritten and companies have to engage in creating a different mindset to work in a challenging environment. It is to address and deliberate on this new paradigm shift that Maritime Gateway held the third edition of the Containers India conference on August 21, at Mumbai. Its main goals were to promote the exchange of ideas and experiences for increased containerisation in India, identify gap areas in container supply chains and support the industry and government in preparing a roadmap for seamless movement of containers.

The theme for this year's conference was 'Transformational Change' that is key to the growth of individual companies, regions and the nation's economy. The conference attempted to hold discussions on aspects of policy

and strategy that needed an overhaul and not just tweaks for businesses to perform better. The conference had three key sessions that discussed the following aspects – Transshipment Hubs, the myths and realities surrounding them; Hinterland Strategies, the challenges and trends; and Ports and Terminals, whether more capacities or more efficiencies were required for better performance. The day-long conference had over 200 delegates attending the sessions with 30 experts from the industry sharing their proficiency with everybody. Each session was chaired by a moderator who mediated the discussion allowing all panelists to articulate their opinion on the topics chosen.

The inaugural session of the conference had many cardinals of the industry set the note for the rest of the event.

R Ramprasad, Editor-in-Chief and Publisher, Gateway Media, initiating the conference stated the reasons why

there is a need for a transformational change. About 11 million twenty equivalent units (teu) capacity would be added in the coming few years alongside the necessary support infrastructure complementing terminal construction. To gear up for this addition of infrastructure, the government will have to erase the pervasive fear of it coming short on land and labour reforms. For India to take advantage of all this capacity addition, the government should trigger large scale reforms. The State's moves in partial relaxation of cabotage and the decision to reconsider concessionaire agreements were well taken, but the government needs to step on the gas and continue to support the trade, he said.

Sabyasachi Hajara, former chairperson of the Shipping Corporation of India was the next speaker to make his inaugural remarks. He strongly advocated the need for a transformational change stating that although India is the third largest economy in Asia, its container share in the world market is abysmal. In a few years, container trade will feature as the most important segment in shipping trade with over 80 million teu of cargo being transported all over the world. "Currently the four shipping major shipping lines account for more than 80 per cent of container trade. Unfortunately, in India, the Shipping Corporation of India alone is the representative on foreign seas. The leaders in the India sea trade should look at bringing about a transformational change and increasing India's share in world box trade." The growth in intra-Asia trade will offer India a fillip in bettering its chances at increasing its container use, he said. For this to happen, there needs to be greater awareness among the trade and other players in global trade because shipping has traditionally been a silent industry, said **Capt Deepak Tewari, Chief Executive Officer, MSC India**. "Containers are going to be the future of trade and about 680 million containers are traded in the high seas and for this number to increase, there needs to be more participation and forthcomingness from the industry in India," he said.

For this to happen, the active cargo regions in India such as the Northern Capital Region and Tamil Nadu that account for almost a third of the cargo generated must function more effectively as logistic centres for greater quantities



Capt Deepak Tewari, Chairman, Container Shipping Lines Association felicitating **Dr Vishwapati Trivedi**, Chairman, National Shipping Board

of cargo to aggregate at ports in a time-bound manner. The findings of a Drewry report presented by **Subrata Behera, Senior Research Associate** of the consultancy firm said India ranks way behind Brazil and Russia in the Logistics Performance Index, or LPI that demonstrates how a country performs on parameters crucial for speedy movement of cargo. The report stated that infrastructure bottlenecks, volatility of trade and landside constraints were arresting progress of container trade. Behera mapped the efficiency of terminals located on both coasts of India and spelt out recommendations that could be considered for smooth functioning of the sector. "In the coming years, we hope the average utilisation of terminal capacity would be around 60 per cent so that ports are not congested and cargo movement is timely," he said. The proposals put forward by Drewry called for greater private participation, corporatisation of ports and an integrated port connectivity policy among others.

These suggestions were welcomed by **Dr Vishwapati Trivedi, Chairman, National Shipping Board**, who concurred by remarking that creating a friendly operating environment was the government's priority too. As the only government representative on this panel, he highlighted policy interventions

he was overseeing to facilitate trade uninterrupted by improper procedures. He spoke of both hardware and software aspects of the ports where the Ministry is engaging in to create hassle free business environment. "The transformation required is total. A lot is being said, some is being done. But more needs to be done. The government is keen on adopting a modern approach in corporatising ports where there should be a change in their holding pattern," he said.

Outlining the National Shipping Board's plans for the sector, he said the body is conducting an analysis on whether India can endeavour to manufacture containers domestically. He pointed that using indigenous containers would render exporting cargo cheaper for shippers exporting out of special economic zones. What is also in the works is a national transport policy to find ways and bridge the fissure between rail, road and coastal transport. The policy will specify targets on the quantum of cargo to be transported by each mode and assess the measure required to promote them.

The panelists reckoned that cost of transportation in India should be lowered and soft concerns such as tardy customs clearance, union issues and policy intervention is as important as creating new capacities, enhancing connectivity and improving evacuation of cargo. [img](#)

CONVERTING PORTS INTO HUB PORTS



Converting ports into hub ports (L to R) **Michael P Pinto**, IAS (Retd), Former Secy of Shipping, Govt of India, **Dhruv Kotak**, Director, JM Baxi Group, **Julian Michael Bevis**, Senior Director (Group Relations) - South Asia, A.P.Moller Maersk Group, **Rajeeva Sinha**, Whole Time Director, Adani Ports & SEZ Ltd, **Capt B V J K Sharma**, JMD & Chief Executive Officer, JSW Infrastructure Limited

About 60 per cent of India's export and import containers are transhipped through ports such as Singapore and Colombo. This transshipment through ports outside the country involves an additional expenditure of \$300 per container and an extra 7-10 days of transit time. Efforts are on to suggest ways to increase transshipment cargo movement in the country and reduce instances of container offloading in places like Colombo. But there are bigger issues that need to be ironed out before this can be made possible. The first session of Containers India 2015 concentrated on these issues. During the session **Transshipment hubs: Myths and Realities** participants discussed on the ecosystem required for converting ports into hubs and how cabotage relaxation can help India become a transshipment hub. This apart, the session was delightful for the attendees because its gregarious

moderator, **Michael Pinto, Former Shipping Secretary**, who ensured that all aspects related to the issue were meaningfully discussed and debated by the participants.

Pinto started the session by asking a crucial question the Indian maritime industry has taken it for granted that it is a good idea that the country should become a transshipment hub. But is it really worthwhile? In response, **Capt Deepak Tewari, Chairman, Container Shipping Lines Association**, said it is a must for India to develop



itself in to a transshipment hub as in container shipping, the hub and spoke model is normal and is working well worldwide. "Shipping lines are very happy with it. India needs a hub port

because it has a huge coastline and cargo volumes are also very high. Therefore, aggregation is very important. The issue here is that everything here is a government initiative. But hub ports are not created by the government. For instance, my company is using Mundra as a hub port. A port becomes a hub depending on its draft, capacity and infrastructure, and not with government intervention. Mundra is a good example of this," Tewari added.

Most participants of the session seemed to agree with him. According to **Julian Michael Bevis, Senior Director, Group Relations, South Asia, A P Moller-Maersk**, there is no law that says that India needs a hub port. "But there are economic benefits of having a hub port. Much of India's cargo is transhipped elsewhere and is economically inefficient. Apart from affecting cargo prices positively,



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hub ports can also help generate employment. This is a long term game. In the coming years, transshipment will grow. Economies of scale is another benefit that would augur if India were to become a hub," said Bevis.

Bevis is indeed right. India suffers from high logistics costs because of the lack of direct calls by main shipping lines and the lack of a domestic transshipment port capable of handling such giant vessels. We have a 7516.6 km coastline and nearly 200 ports, but most - even our 13 "Major Ports" have a depth of between nine to eleven metres. As a result we cannot dock or service any of the bigger ships now plying international waters; they offload our goods in foreign ports. In effect, our economy is helping to pay for ports such as Colombo, Salalah and Tanjung Pelapas, while our exports remain relatively uncompetitive and our imports become more expensive. To remedy the situation, the government had tried to break into the transshipment market by making Vallarpadam terminal at Kochi a transshipment hub but, unfortunately, it has not yielded the desired results. Pinto felt any discussion about transshipment hub in India is incomplete without discussing what went wrong in Vallarpadam, and handed the baton to **Devang Mankodi, Director, Finance, Indian Subcontinent, DP World Pvt Ltd** to respond to this query since DP World



is running the container terminal. According to Mankodi, the thought process for developing Vallarpadam as a transshipment hub was right. But it did not achieve its objective, as the necessary draft was not available. It has struggled to maintain even 10 meters of depth through daily dredging. The necessary infrastructure long term implementation of relaxing cabotage was also not available. Moreover, while India created infrastructure for transshipment, its competitors created better infrastructure. Unavailability of adequate feeder connectivity was another issue. It has also struggled with the legacy of unionisation and tariff related constraints on account of it being part of a government-controlled major port.

Considering these problems, how will Vizhinjam develop as a transshipment hub, asked Pinto. **Rajeeva Sinha, Whole Time Director, Adani Ports & SEZ Ltd** said the company which is developing the Vizhinjam Port seemed hopeful. He said that Vizhinjam will face less problems because of the viability gap funding of ₹1640 crore being given by the Kerala government. He added that shipping lines and the ports are not incurring losses because of a lack of transshipment facility. But it is the trade and industry which get affected. Cargo owners are becoming less competitive. Right now the cost of moving cargo is \$250 per teu, which can be reduced to \$100 if transshipment takes place in India. "Transshipment will make the Indian goods more competitive. If legal hurdles like cabotage are removed, then shipping lines can take care of themselves, he said. We are very hopeful about Vizhinjam, and can foresee it becoming a transshipment hub in the next decade," said Tewari.

Indeed, during the session, relaxation of cabotage did emerge as key to developing India as a transshipment hub. Cabotage was relaxed for Vallarpadam for a period of three years. But this, the participants averred, was not enough. Mankodi said that a shot term relaxation is of no help, as shipping lines plan their routes 2-3 years in advance, and any short term hope for them does not work. It is not valid for any cabotage relaxation to have a timeline. **Capt BVJK Sharma, JMD and CEO, JSW Infrastructure Ltd**, agreed with Mankodi. He said that relaxation of cabotage has been done in countries like the Netherlands and Korea without a timeline and it is time that India also do it. The benefits will be that ports such as JNPT, Mundra and Pipavav will immediately become transshipment hubs. "The big problem is that our consignees and consignors do not have a very strong lobby, otherwise things would have been very different," added Sharma.

Indeed, this thought resonated in the minds of many sitting in the room, and some also thought that it could be a possible reason why India could fail to become a hub in the future also. But every cloud has a silver lining, and this was reflected in what **Dhruv Kotak, Joint MD, JM Baxi Group**, said.

His company partly owns the Visakha Container Terminal Pvt Ltd (VCTPL) at Visakhapatnam, which is emerging as transshipment hub. According to Kotak, transshipment is about connecting one remote place to another. "Our terminal is helping connect remote places such as Odisha and Myanmar," he said. He said short sea connectivity is very important. Apart from having a good key line, one needs to have the right ecosystem in place and for this, providing short sea service is very important. "A pendulum of good services is crucial for becoming a hub port. Coastal services are very important and the smaller lines need to be first targeted. We have been successful because of our organic approach of step by step development," he added.



Anil Yendluri, Director and CEO, Krishnapatnam Port Company Ltd, had a holistic approach to the issue. He said that ports in

neighbouring parts of the world became hub ports for us because we gave them an opportunity. But this needs to change, and for this we need to develop a country specific strategy how much hub ports should we have? In which areas should we have? What factors are required for developing these ports?

The session ended on a positive note with all the participants agreeing to the fact that everything that's wrong with Vallarpadam can and should be remedied at Vizhinjam. It is the deepest natural port in India, with an operating draft of 21-24 metres and minimal littoral drift, meaning no maintenance dredging would be required. It is as close to the key shipping lanes as Colombo and being a greenfield port, it has no legacy of unionisation. In fact its strategic location on the tip of the peninsula provides not just proximity to the international shipping lanes but also equidistance from both West and East Coast Indian ports. Since Vizhinjam would be built from scratch, it has the ability to deploy "best in class" equipment. The participants hoped that soon India will find an end to its transshipment woes in Vizhinjam and also in VCTPL. [mgy](#)

INTERMODAL CONNECTIVITY AND HINTERLAND CONNECTIONS KEY TO PORTS' SUCCESS



Intermodal connectivity and hinterland connections key to ports' success (L to R) Sanjay Swarup, Group General Manager (International Marketing), Container Corporation of India Ltd, Prithwijit Maitra, Director Trade and Marketing, India and Sri Lanka, Maerskline India Pvt Ltd, Shailesh Binju, Head International Logistics, Hindustan Electro Graphites, Vinita Venkatesh, Director, Krishnapatnam Port Container Terminal, Capt Suresh N Amirapu, Chief Executive Officer, Bharat Mumbai Container Terminals Pvt Ltd, K Sathianathan, Managing Director, Distribution Logistics Infrastructure Pvt Ltd, S Krishna Prasad, Vice President, Federation of Indian Granite & Stone Industry

The greatest challenge for many traders based in the hinterlands is getting their production to the ports. To get their cargo to the ports, some traders pay nearly 40 times the cost of shipping their cargo onwards from the ports. Similarly, a container takes nearly four weeks to reach Delhi after being unloaded at Jawaharlal Nehru Port. So, a manufacturer located in the north has to wait for about a month to receive imported inputs or has to manage his inventory accordingly. Naturally, this adds to his cost in addition to the uncertainty of supplies. Furthermore, exporting a standard container requires seven documents, takes 17 days and costs \$1,332 in India, according to the World Bank's Doing Business 2015 report. India ranked 126th of 189 economies on the ease of trading across borders, well behind Mexico (44th) and China (98th). Considering such situations and the recent initiatives for enhancing the country's manufacturing

proWess, there is a need to assess the factors that would help enhance hinterland connectivity. The second session of Containers India 2015 was dedicated to this crucial issue, as hinterland connectivity by road and rail is critical for the success of the Indian economy. Most participants of the session agreed to the fact that the inland is where the action is taking place today in India.



R Ramprasad,
Editor in Chief
and Publisher,
Gateway Media,
was the moderator of the session and he put the discussions on track by stating

that it is a must to discuss how the hinterland is changing. **K Sathianathan,** Managing Director, Distribution Logistics Infrastructure Pvt Ltd, said one trend that is being noticed is the substantial stuffing and de-stuffing



happening at the ports. This is defeating the purpose for which containers were created. Ideally, the container has to go to the doorstep of the shipper. The possible reasons for this trend could be many, with exim imbalance being one of them. There is a tendency among the industry players to de-stuff the container at the port and send it back to save cost. To reverse this adverse trend, the shipping lines and the respective ministries have to play a crucial role.

Prithwjit Maitra, Director, Trade and Marketing, India and Sri Lanka, Maersk, said the hinterland is very important for India as 31 per cent of the country's import and export cargo gets generated and also ends up in hinterlands. But at present, inefficient hinterland links are leading to a drastic increase in supply chain costs and there are inordinate delays in the movement of cargo. "To provide the right connectivity, a lot of work needs to be done. Some prominent issues that plague hinterland connectivity are congestion at ports, rail freight increases, lack of consolidation, poor rail infrastructure and the cabotage law," he said.

Sanjay Swarup, Group General Manger, International Marketing, CONCOR, agreed to the fact that there are constraints to rail movement. He said the railways is engaged in socio-political obligations rather than freight. Railway freight terminals have poor infrastructure and there is hardly any scope for expansion. What's more is the rake load movement is also not conducive for lesser volume cargoes. He said that commissioning of dedicated freight corridor is a must to ease the problems of hinterland connectivity. Other steps to help the sector include modernisation of port infrastructure and their decongestion.

Vinita Venkatesh, Director, Krishnapatnam Por Container Terminal, had a very different view on

the association of port congestion and hinterland connectivity. She said in a private port like KPCL, the response time is very quick. Analysts estimate that it takes up to four times as long to fill or unload a cargo ship at JNPT than at private rival facilities such as the Adani Port. "However, despite good services, KPCT has to struggle to get cargo because of traders' mindset. They do not want to explore services of new ports like ours, but want to keep using old but congested ports like JNPT and Chennai. They have adjusted to their problems rather than finding solutions for them," said Ventakesh.

Indeed, KPCT lacks adequate cargo despite it being highly efficacious. Recently, it had launched a weekly dedicated rail service in association with CONCOR providing the fastest transit from the inland container depot (ICD) in Whitefield, Bengaluru and bringing significant advantage to the importers and exporters around the city of Bengaluru. The train service has a maximum carrying capacity of 90teu each way and reduces the transportation time from 24-36 hours taken by road to just 18 hours. In addition, it also helps customers to save between \$100-\$150 on each container. But despite such numerous advantages there have been very few takers of this service. According to Vinita, for things to change, everyone in the industry has to participate, else the Indian logistics sector will always be marred with the problems being faced at present.

Capt Suresh N Amirapu, CEO, Bharat Mumbai Container Terminals Pvt Ltd the new upcoming container terminal at JNPT was however sanguine about the future. He said his company was very bullish about their terminal. "Any new capacity addition in a port like JNPT is always welcome. Trade will be quick to use this capacity," he said, adding: "The trade was very hopeful that the GST bill will

make it easier for moving goods to the hinterland, but sadly this did not happen. Moreover, apart from infrastructure and freight rate issues, the Indian Railways also needs to do away with the policy of rail, route rationalisation which is leading to a lot of losses for the trade.

Undeniably, the traders are the only ones who are at the receiving end of all the problems related to the logistics sector. According to **Shailesh Binju, Head, International Logistics, LNJ Bhilwara Group**, initiatives like those taken by KPCT are very few and traders are facing a lot of problem especially those based in Northern hinterland. The only hope for them are the inland container depots and container freight stations, as these facilities enable fast custom clearance and logistics cost can be saved by 40-50 per cent. But for bulk commodity traders like **Krishna Prasad, Vice President, Federation of Indian Granite and Stone Industry**, CFSs and ICDs also cannot provide any relief. According to him, it is very costly for them to move their goods from the production centre to the ports, both via rail and roadways. Apart from the logistics cost being very high, delays due to congestion often mar their export consignments.

All the participants of the discussion agreed with Prasad and conceded that with the manufacturing hubs in India located deep in the hinterland, multimodal logistics will help reduce transit times, logistics costs and address the congestion especially on roads – the overburdened transport modes. A crucial element for the success of the ports sector in India shall hinge upon intermodal connectivity and the ability to derive cargo from the hinterland," said Sathianathan. Certainly, a well-connected port can help development initiatives such as 'Make in India' take off. Furthermore, several types of manufacturing units would only be viable if they have an accessible port. Ramprasad summed the discussions by saying that location and good hinterland connectivity are the two most critical factors for economic viability of any port. There is a more scope of containerisation from the hinterlands and both the government and logistics industry need to be more sensitive to the problem of customers in the hinterland. **ING**



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IMPROVING EFFICIENCY VS CREATING CAPACITY



(L to R) **Jackey Li**, Director, ZPMC Engineering (India) Pvt Ltd, **Sailesh Bhatia**, President, Association of Multimodal Transport Operators of India, **Capt Dinesh Gautama**, President, Navkar Corporation Limited, **Jasjit Sethi**, Chief Executive Officer, Transport Corporation of India-Supply Chain Solutions, **Ennarasu Karunesan**, COO & Head - Container Business, Adani Ports & Special Economic Zone Ltd, **Capt Dhananjay Javadekar**, Vice President - All India Operations, MSC Agency (India) Private Limited

It is always a difficult trade-off between capacity and efficiency. While some would bat for more capacity arguing it would naturally result in efficiency, some others would strike down this argument saying efficiency is a matter of practice and has little to do with capacity. But what most reckon is that in India it seems like a chicken and egg situation. Because some terminal operators claim that adequate capacity gave birth to efficiency, while others hold dear their belief that efficiency is a result of smart deployment and capacity supports it. So, whether Indian ports and terminals need more capacities or efficiencies was debated in the third session of the Containers India conference.

A key issue that was brought to the fore was on container weightment. The International Maritime Organisation, the regulatory body of sea borne trade in the world has mandated that all countries adopt its latest regulation on weighing containers before shipment at all ports to reduce the incidence of accidents. This regulation will come in to effect by mid 2016 and has left the entire industry in a quandary. While all agree this move is imperative to ensure safety of life at sea, the stakeholders

The third session began on an impressive note with Jasjit Sethi, CEO, Transport Corporation of India-Supply Chain made a brief presentation on the disruption technologies that will take the Indian and global shipping industry by surprise in the coming years. He spoke of how new technologies adopted have recreated a market place forcing older players to embrace changes and eliminating wasteful procedures out of the system. He spruced up his talk citing the increased use of RFID, ASRS technologies by terminals overseas and envisaged the use of vehicles at ports utilising bio diesel and LNG as fuel in the coming years.

have varying opinions on whose prerogative it is to check the weight of the container. **Capt Dhananjay Javadekar**, **Executive Committee Member of the Mumbai and Nhava Sheva Ship Agents Association** says, "There should be weigh bridges at stuffing points that check the weight of the terminal. These weights can be rechecked at the terminal. Other terminal operators concur this process can be implemented at the terminal where RTGs can weigh boxes and minimise the

additional procedure suggested earlier. **Shailesh Bhatia**, **President, Association of Multimodal Transport Operators of India** said the onus of weighing the container should be on the shipper than on the terminal operator. "Till such time that there is a standard operating procedure, shippers should self declare and produce a certificate of the weight been checked," he said. **Jackie Li**, **Director, ZPMC Engineering India**, as a representative of a competing Chinese crane manufacturing firm remarked that saving time while weighing container is equally important as having them weighed. In his brief remarks he drove home the point on how achieving service efficiency is crucial at ports and terminals. He too emphasized that RTGs have a weight sensor and they can be employed to double up as weighing machines.

While staying on the aspect of efficiency, the discussion then veered towards the factors responsible for making a terminal operationally excellent. There was a case made for creating more capacity as most terminals are working at 90 per cent utilisation causing an additional cost to shipping lines and truckers that are made to wait at ports. **Ennarasu Karunesan**, **COO and Head, Container Business, Adani Ports and SEZ Ltd** said, "Efficiency revolves around operations. For evacuation, rail and road connectivity is paramount. But if more capacity is not supported by sufficient evacuation, then the additional infrastructure is of little use." The other panelists too agreed that terminal capacity should be complemented by landside efficiency otherwise it would lead to lopsided development. They cited the speedy movement of trucks at port entry gates overseas which is measureable in seconds compared to the five minutes at Indian ports. **Capt Dinesh Gautama**, **President, Navkar Corporation** who chaired the session and called for remarks from all his fellow panelists commented that all solutions need to be looked at from an Indian perspective too factoring in local issues of truckers and the extensive documentation required, "It is a potpourri of various aspects that will offer efficiency," he said, closing the session calling for immediate passing of the GST bill and creation of adequate transit infrastructure by the government. [m7](#)

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A TRIBUTE TO CHANGE AGENTS

At the Gateway Awards former shipping secretaries who changed the course of Indian maritime industry were honoured

The bureaucracy in India, both at the union and the states level constitutes the backbone of the administration. It is on the successful and satisfactory functioning of the bureaucracy that the success of the governments to a very large extent depend. Civil servants are the ones who assist in policymaking and take dispassionate decisions in the national interest.

Change does not happen overnight. Diligent understanding, pursuance of files and reports over a period of time translate into decisions and actions. When we look back whatever changes happened could not have happened without successive bureaucrats trying their best to bring change.

At Gateway Awards night these change agents were honoured and maritime industry takes pride in doing so.





WISTA 2015 AWARD PRESENTED



Ms Shantha Martin was conferred the WISTA Award of the year for outstanding performance among women at the management level in the maritime industry. This award was instituted by the Women's International Shipping and Trading Association and supported by Maritime Gateway to recognise and encourage the proactive role played by women in the shipping sector in India.

Ms Shantha Martin heads the NVOCC division of Allcargo and in her current responsibility as the chief executive of the division, she looks in to the Indian Subcontinent (ISC), Middle East, South & East Africa region to provide total logistics services with last mile connectivity. She oversees 47 offices in the region of the Indian Subcontinent (ISC), Middle-East, South & East Africa. She has 15 years of experience in diverse industries such as healthcare, event management, publishing, hospitality and logistics.



2015
THE GATEWAY AWARDS
 THE BENCHMARK OF INDIAN MARITIME BUSINESS

CELEBRATING EXCELLENCE

The Gateway Awards is one of the most coveted awards in the maritime industry honouring individuals, organisations and companies from across India's maritime industry. Now in the eighth year, these awards promote best practices, innovation and motivation.



Gateway Media, an institution that pursues excellence relentlessly, had instituted these awards to showcase outstanding achievements and exceptional accomplishments of individuals and organisations in the maritime industry. A tradition well maintained since then, the awards today have become a benchmark in the industry.

The 2015 edition of the Gateway Awards was held on August 21, 2015 and trophies were given away at The Lalit in Mumbai to those who stood out as the best and brightest among the Shipping Inc. The awards recognise and honour the shipping smarts, but are also an indication of trends in the industry highlighting the processes and strategies that work best in the market place that others too can emulate. It puts on display how companies and those that run them put technology to effective use, implement out-of-box ideas, create *acche din* for themselves by tweaking and reengineering existing infrastructure and resources and encourage their employees to churn out enviable outcomes.

The 16 categories of awards conferred this year were picked by an eminent jury of a dozen stalwarts who represent all segments of the shipping and logistics industry who weighed operational and financial parameters before declaring a winner in each category. This year we introduced a new category of award

called the WISTA Award given for outstanding performance for women in the industry to promote and recognise the role played by senior women executives in the shipping industry.

“The winners of the awards signal the strength of their firms that have withstood the strong currents of recession in certain segments of the industry that has made recovery so much more difficult,” said a jury member. Each year, Gateway Media endeavours to raise the bar of the ceremony higher to enthrall its audience. If the year 2014 saw the heavyweights walk on the ramp, this year the participants witnessed a never-before felicitation ceremony of the Super Six. These six were not just former secretaries, but supermen that helped in creating and implementing favourable policies for the industry to sail through over many decades. On behalf of the entire shipping community, Maritime Gateway honoured the change agents – **Michael Pinto, DT Joseph, Asok K Mohapatra, APVN Sarma, K Mohandas and Vishwapati Trivedi** for bringing a positive change to the Indian maritime industry.

After the presentation of all the awards, the ceremony ended on a high note encouraging all the stakeholders to keep up their performance and hold their head high among the global peers. Gateway Media also thanked all the sponsors of this edition of the awards night and hoped for their continued cooperation.



LIFETIME ACHIEVEMENT AWARD OF THE YEAR Dr NP Tolani, Founder, Tolani Maritime Institute

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At a time when the country was opening up to more sea trade, many ports started mushrooming and getting quality manpower became an issue. During the period around the late 90s, government of India had also announced to privatise maritime education. It gave birth to Tolani Maritime Institute, one of the premiere marine engineering institutes recognised by DG Shipping, Ministry of Shipping, Govt. of India which saw the daylight under the leadership of NP Tolani.

TMI offers degree programmes as well as a variety of short-term courses covering Marine Engineering, Nautical Technologies and other post graduate programmes in partnership with other global universities. TMI degree programmes are affiliated to Birla Institute of Technology and Science, Pilani. To overcome

Having the first-mover advantage in the private maritime education, the institute counted among the top 10 business schools in the country within a short-span of 10 years. Tolani played a key role in making it happen with his prior experience and expertise, as Tolani Group's primary business was ship-owning and ship management.

Born in 1924 in Larkana, Sindh (of undivided India), Dr NP Tolani, son of late Pribhdas Tolani, obtained his BSc degree in Agriculture in India and both his Masters' and Doctoral degrees studies from Cornell University, USA.

After his doctoral degree in 1964, he returned to India to head Tolani Ltd, the engineering company. It was in 1968 when Dr Tolani decided to diversify his business interest into shipping, and later diversified into real estate, exports and trading. Today, Tolani Shipping Co Ltd the flagship company owns and operates dry bulk carriers. Under his leadership, after 42 years of being in the shipping business, the fleet of nine vessels has grown to 655,386 dwt with an average age of about 8.5 years.

From the 1960's he assisted his father in establishing a number of colleges and an Eye Hospital under the umbrella of the Tolani Foundation. In the late 1980's Dr N P Tolani refocused his philanthropic efforts to his home State of Maharashtra and established the Tolani College of Commerce in Mumbai. A decade later, with vast experience in shipping, Dr Tolani set up Tolani Maritime Institute, a world-class maritime institute, near the town of Talegaon, Pune in Maharashtra.

Even today, at the age of 92, Dr Tolani, takes active interest in business operations, continues to support his social initiatives.

In recognition for his outstanding contribution to the maritime sector, more so in the field of maritime education and training, Dr Tolani was bestowed with the "Varuna Award" in 2002 by the National Maritime Celebration Committee. He was also awarded "Honorary Fellowships" by the Nautical Institute, London and Narottam Morarjee Institute of Shipping. He has even served on the Board of INSA and as member of National Shipping Board, among others.

the challenge of diminishing trend in the quality of manpower, courses are customised at TMI to suit the needs. The institute obtains feedback periodically from the industry, analyses trends and initiates action at the ground level. The vision of TMI is to become the preferred maritime training provider in the industry, meeting the highest global standards.



L to R: **Anil Singh**, SVP & MD, Indian Subcontinent, DP World Pvt Ltd, **Dr Nandlal P Tolani**, Chairman Emeritus & Managing Director, Tolani Group, **Papu Nandlal Tolani**, **A P V N Sarma**, IAS (Retd), Advisor to Governor of Telangana and Andhra Pradesh, **Umesh C Grover**, Advisor (Port Development), Karanja Terminal & Logistics Pvt Ltd.

INDIAN MARITIME BUSINESSMAN OF THE YEAR AWARD

Chinta Sasidhar, MD, KPCL



C Sasidhar, Managing Director of KPCL, the flagship port operations company of the \$1-billion multi-business Navayuga Group, was conferred with Businessman of the Year 2015 at the Gateway Awards this year. The award recognizes his management vision and drive in creating a world-class port on the east coast, for bringing innovative and pioneering efforts in port operations. This award also recognizes efforts in creating positive image for port sector through advertising initiatives.

C Sasidhar, scion of the big conglomerate Hyderabad-based CVR Group, dons many hats. He serves as the director in several group companies including Navayuga Engineering, Navayuga Power Corporation, Navayuga Infotech, Navayuga Europe, Navayuga Steel, Astranga Power and Krishnapatnam Infratech. He is the man behind setting up one of the fastest growing private ports in the country especially on the east coast.

After his MS (Management) from the University of Bath, UK, he started his career with Navayuga Engineering, a group company, during the year 1998 as a director. He helped the multi-disciplinary engineering and construction company diversify into the areas of port operations, exports, information technology and geospatial technologies. He was also a pioneer in developing the Group's overseas business, especially in the areas of object-oriented IT development, Internet/Intranet technologies, QA/ Test series with companies based in Europe.

Leveraging the year-long experiences the Group had in setting up ports across the country, it was during year 2007, when the port at Krishnapatnam was proposed to be built. Sasidhar's strong organisational abilities have helped achieve the fastest project execution and commissioning of Krishnapatnam Port in a record time of 18 months.

Surviving and creating a place for itself on the already crowded east-coast was not a cakewalk. However, with determination to create world-class infrastructure, the port saw exponential growth within just seven years into operations.

Within the short-span, the seven-year-old port has achieved several milestones and emerged as the hub port on the east coast. Krishnapatnam Port Container Terminal, another infrastructural-milestone also came into place and running successfully, which now poised to become the transshipment hub on the east coast with having a vast hinterland. The port has gained enormous influence and its infrastructure and connectivity has taken Asia's vast maritime sector by storm. The year 2015 has been a remarkable year for

“

Sea ports are permanent gateway structures of a country. We have learnt from the mistakes made by some old sea ports in our country – major issues like ports getting congested or port cities getting congested – either because of poor planning or poor execution of the master plan. Our outlook would be to not only execute our port master plan but also to help and closely work with authorities to build a world-class port city, which will have seamless logistics connectivity forever.

”

the port with direct shipping service to Myanmar, among others.

Sasidhar, being the most influential businessman in India, is a role model for young engineers having successfully integrated the Group's entrepreneurial spirit with professional management based on the foundation of strong values and integrity.



(L to R) **A P V N** Sarma, IAS (Retd), Advisor to Governor of Telangana and Andhra Pradesh, **C Sriramamurthy**, Chief Operating Officer, Indian Register of Shipping, **C Sasidhar**, Managing Director, Krishnapatnam Port Company Limited.



SPECIAL JURY AWARD

Shipping Corporation of India

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Going beyond manufacturing and digitalisation, India is going to become a hub for the maritime industry with many big-ticket investments lined up. The 12th Five Year Plan has estimated a total investment of ₹180,626 crore (\$30.05 billion) in the ports sector and even the Union government is working on a slew of projects to further attract domestic and foreign investments in the ports and shipping sectors.

Amidst all, state-run Shipping Corporation of India (SCI), country's only mainline container ship operator servicing export-import trade, plays a key role in driving the momentum of growth. SCI, having 63.75 per cent stake owned by the government, owns and operates one-third of total Indian tonnage.

“

The shipping industry is not faring well and going through tough times. The last three years were difficult for the industry as well as for us. However, our cost-cutting measures and global crude oil prices reduction helped us in achieving profit in last financial year.

”

SCI has achieved several milestones in the last financial year. After registering loss for three consecutive years, it posted a net profit of ₹200.93 crore in the last financial year. For the quarter ended June 30, 2015, it even posted a net profit of ₹163.54 crore. The quantum leap in profits during the quarter has been attributed to the rally in tanker markets aided by the

continuing slide in world crude oil prices.

The company's board has approved a proposal to buy three anchor handling tug-cum-supply vessels used in supporting offshore oil exploration support activities from State-owned Cochin Shipyard Ltd. This will be the first ship purchase for the firm in more than three years.

SCI prides itself in having a diversified fleet of 69 vessels of 5.89 million dwt with an average age below nine years. SCI is aspiring to cross the 6-million dwt mile stone in near future. It has mandated Boston Consulting Group to prepare a corporate strategy named Vision 2030 for the company.

One of the main reasons for nominating the SCI for this award is for playing a seminal role in evacuating stranded Indians from war-hit Yemen. This is attributed to seamless cooperation and teamwork between organisations such as Cochin Port Trust, Ministry of External Affairs, Ministry of Home Affairs, Ministry of Defence, Ministry of Shipping, Ministry of Civil Aviation, Union Territory of Lakshadweep Administration, Indian Army, Indian Navy, Indian Railways, etc.

Seeing India's massive operation using assets at its disposal to evacuate its nationals from strife-torn Yemen, nearly 30 countries had sought India's assistance in evacuating their nationals from the war-ravaged country, includes, USA, France, Germany, Sweden, Singapore, Malaysia, Ireland, Nepal, Sri Lanka, Bangladesh, Iraq among others.

The operation rescued more than 5,000 Indians and about 1,000 foreign nationals belonging to 30 nations.



(L to R) Arun Kumar Gupta, Chairman & Managing Director, The Shipping Corporation of India Ltd, K Mohandas, IAS (Retd), Former Secy of Shipping, Govt of India, and Chairman, Kerala Shipping and Inland Navigation Corporation Ltd, S S Hussain, IAS(Retd), Chief Executive Officer, Maharashtra Chamber of Housing Industry.

MAJOR PORT OF THE YEAR

Kolkata Port Trust



2015
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It looks like the first major port and the only riverine port of the country, the Kolkata Port is on its way back to glorious past, for being adjudged the prestigious award in the 'Major Port of the Year' category of the Gateway Award 2015, the bench mark of the Indian Maritime Business. KoPT has been chosen for the award for its overall performance for the year 2014-15, namely for its impressive growth rate, optimising capacity and berth utilisation.

Kolkata Port, which would be celebrating its 145th birthday shortly, was once the premier port of the country but since 1966-67 faced a steady decline in its fortunes. However, over the last couple of years, with steady performance and striving effort from the port authorities, it seems like the port is standing up against past criticism, proving the award for the major port of the year definitely is worth deserving. A look at its performance is an indication of the port's turnaround and of the efforts its management has put in the last couple of years.

An impressive 46.29 million tonnes of throughput cargo handled year on year, i.e. during the financial year 2013-14 is one of the main indicators of KoPT's performance which lead to an impressive growth rate of 12 per cent. This overall growth rate is being shared between Kolkata Dock System and Haldia Dock Complex that have contributed 16.4 per cent 11 per cent accordingly. This commendable growth has been achieved through various infrastructure expansions and through meticulous efforts to bring up the productivity to optimum levels. During the financial year around four million tonnes of capacity has been added to the terminals of the port.

Another major parameter considered for KoPT was its capacity utilisation being hailed as the

ideal utilisation of the total capacity available. Capacity utilisation of the port is cited as 71 per cent, which is according to experts, matches the global standards in capacity utilisation. The ideal capacity utilisation for any port across the globe is 60 to 70 per cent of the total capacity available, according to industry experts.

Growth in operating profit Y-o-Y, during the FY 2013-14 is a whopping 63.65 per cent which is pegged for a margin profit of almost ₹200 crore during the financial year. It is showcasing this stunning growth on the operating front that has made KoPT rally ahead of the competitors for the major port of the year award segment. This was also made possible with having showcased a big number in strategically utilising the berths, which are 3,844 in KDS and 6,802 HDC as an average output per ship berth in a day.

In the financial year KoPT completed projects

“

It is for the recognition of the efforts we have taken up in developing better infrastructure combined with a more customer focused operational front. We managed to bring up privatized terminals in both container cargo operations and dry bulk operations. This award would take us forward in bringing more laurels to Kolkata Port as a whole.

”

like Integrated Container Handling at HDC and introduction of floating pipeline handling facilities for unloading edible oils from vessels and installation of VTMS as a scientific aid to navigation for safer pilotage of the vessels in the Hugli Estuary on a trunk key basis, replacement of NSD Lock Gate Operating Machinery and few others are ongoing works, taken by the port trust.



(L to R) **A P V N Sarma**, IAS (Retd), Advisor to Governor of Telangana and Andhra Pradesh, **Goutam Gupta**, Traffic Manager, Kolkata Port Trust, **S K Saha Roy**, General Manager (Traffic), Haldia Dock Complex, **Capt Pankaj Mehrotra**, Vice President, Samsara Group.

Gateway SpotLight, a special feature by *Maritime Gateway*, showcases the unique initiatives of business groups across maritime sectors in their products, services and processes that helps them achieve and sustain better productivity, efficiency, environment conservation and above all judicious business practices. **Gateway SpotLight** provides an opportunity for businesses to bring to light their best practices at work and thereby such a FOCUS.

Presenting  **Jaigarh Port** under this feature.

JSW Jaigarh Port – Vision 2020

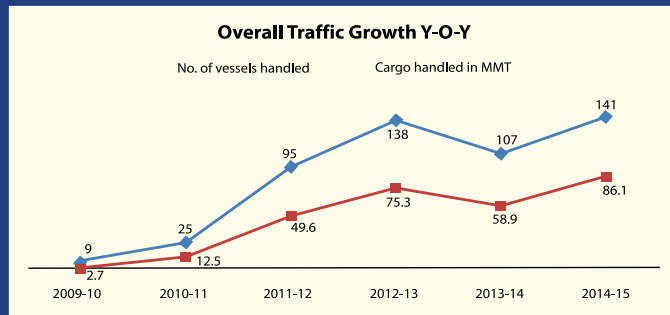


A modern, fully mechanised, environment friendly deep water port (-20 m CD) in Maharashtra strategically located on the west coast of India. The port has handled cape size vessels (200000 DWT) and is now getting ready for a giant leap to handle 65 MTPA.

Direct berthing of next generation vessels i.e. largest Dry Bulk Carrier (Vale Max), LNG Carrier (Q-Max), Container Vessel (EEE-Series - 18000 TEUs) & Very Large Crude Carriers (340000 MT), will happen all in one port.

JSW Jaigarh Port is now one of the deepest ports in India with a depth of 19.5 m, handling a variety of cargo for export and import. We started our journey in 2009 as an all weather port with handling of cargo berth of 550 m with depth of 14.5 m. The port was developed in flat 18 months time after signing of the concession agreement in 2008. Jaigarh seems well on track to become the most preferred gateway destination for coastal and central Maharashtra and northern Karnataka. The port, owned and operated by JSW Infrastructure, has witnessed a steady growth in cargo volumes during the last three years.

In 2009 the port started its operations with only 2 commodities viz. coal & bauxite. Over the period of last six years it handled more than 10 commodities like coal, coke, iron ore, limestone, raw sugar, rock phosphate, ammonium sulphate, steel pipe, sulphur, steel coils, etc.



Cargoes Handled

Import	Export
Coal, Coke, Iron Ore, Limestone, MOP, Project Cargo, Raw Sugar, Rock Phosphate, Ammonium Sulphate, Steel pipe, Sulphur, Quartzite	Bauxite, Molasses, Sugar, Iron Ore

The volumes handled at the port increased 36 fold since the beginning of operations in 2009.

Current Facilities

The port currently has 2 berths with quay length of 550 mtrs and 2 Mechanized Handling Systems (MHS) cranes with capacity of 2000 TPH each.

The port is equipped to handle and store a myriad of cargo ranging from iron-ore, coal, coke, limestone, sugar in bags, molasses, bauxite and coated steel pipes. Tank farms to handle liquid cargo in bulk, fully closed conveyor for iron-ore, coal, and closed warehouses for handling fertilisers, fertiliser raw material, bagged cement, refined sugar and bagged cargo like sugar etc are some of the eminent features of the port.

Current facilities:

Jetty : 2 berths of total continuous length of 550 m

Depth : 19.5m in Channel and 19.8m in Berth pocket

Ship Unloaders : 2 Nos. at Berth No. 1

Mobile Harbour Cranes : 2 Nos. at Berth No. 2

Mobile Hoppers : holding capacity of 100 m³/80T each -2 Nos

Conveyor System : 4000 TPH

Stacker cum Reclaimers 2 No's : 4000/2000 TPH

Coal Yard Stacking Capacity : 7,00,000 MT

Stackyard area behind berth 1 & 2 : 33 Acres

Additional Stackyard under development : 100 Acres

Dust suppression and fire fighting systems for coal storage yard

Permanent Covered Warehouses:

7257m² + 8400m² x 3 + 9600m²

Achievements

- Jaigarh Port is getting a major boost with the signing of concession agreement for Jaigarh Digni New Rail Line (33.7km). It has an estimated cost of ₹771 crore and is being developed under JV model along with Konkan Railway & Maharashtra Maritime Board.
- Completed 13 million m³ dredging within 3 months record time, raising the depth in channel to 19.5 m. With this the port can now berth large cape size vessels.
- Constructed and commissioned first of its kind environment friendly covered coal shed (L- 440 m, H- 46.5 m) for storage of 300,000 MT of coal, which resulted in reduction of power generation cost during monsoon & making the coal handling environment friendly.
- 613 mtr length berth for cape vessel handling with



MV Indian Friendship – Maiden Cape Vessel which called JSWJPL in April 2015



Capex of ₹200 Cr & 350 mtr length berth for handy max vessel handling with Capex of ₹40 Cr are under construction.

- Positioned Jaigarh as an Agro Hub by handling 8 Raw Sugar Export Vessels accounting to 2.25 Lakh Tonne.

Container operations:

Having handled bulk and break-bulk cargo, Jaigarh Port has planned to commence containerised operations by October 2015. Port is equipped with two mobile harbour cranes with necessary container fitments. The container operations will ensure fast turn-around for products like sugar, engineering products, agri-products and textile which are otherwise carried as break-bulk. **mg**



PRIVATE PORT OF THE YEAR

Krishnapatnam Port Company Limited

THE 2015
GATEWAY
AWARDS
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

The youngest port on the east coast of the country seems to be proving that they are here to stay in the business, bagging prestigious Maritim Gateway award for the best private port of the year.

Krishnapatnam Port Company Limited, located in the Nellore district of the Andhra Pradesh state, won the award for the 'Private Port of the Year' in recognition of its impressive performance on account of setting up mammoth infrastructure in a short span of time, innovation in increasing productivity and outreach to public and the trading community.

The port is owned and operated by Krishnapatnam Port Company Limited (KPCL) which is owned by Hyderabad-based CVR Group.

main parameters which put KPCT on the front line in competition for the best private port of the year compared to other competitors in the same category. This growth rate, according to KPCT is the best performance ever showcased in the history of ports in India. It can be hailed as an Indian maritime record as no other port in the history of Indian ports has been able to achieve such a humongous growth rate.

The port showed considerable expansion in the infrastructure development front too. While it added 24.37 million tonnes of capacity in the year 2013-14, it further added another 39.45 million tonnes of capacity, during the year 2014-15. Also, while it was utilising a 37 per cent of its total capacity during the last financial year, the port bettered the capacity by utilising 44 per cent of its capacity.

The average turnaround time for geared vessels is 4.05 days, for gearless vessels it is 5.04 days and for tanker vessels it is 1.55 days at the port. An indication of its efficient infrastructure with deep draft of 18 meters in the channel and 14.5 meters in the berths, is the calling of the *MV Mina Oldendorff*, carrying the highest cargo of 1.89 lakh million tonnes of coal that was berthed at the Krishnapatnam Port. It was the highest cargo carrying vessel to be ever berthed at an Indian Port, according to port authorities. Towards bettering flawless and efficient coal handling, a mechanized system was installed during the last financial year.

Additional highlights during the year include commissioning of a new service from the port. The Shipping Corporation of India's direct shipping service connecting the port of Krishnapatnam with Chennai, Colombo and Yangon (Myanmar) was flagged from KPCT.

In the coming few quarters, the construction of two new berths and mechanisation of cargo handling systems are underway.

Setting up an organic business environment brought us a tremendous 67 per cent growth in the last year. We could bring about glaring changes across the port operation and we believe this award as recognition for our relentless efforts in bringing success. We would continue to strive so that it would add more feathers to our cap.

The port is being built in three phases and the first phase of the port was built with record speed. Setting up such a mammoth infrastructure within a short span of 18 months has been considered a first of its kind and it was this feat that was also considered for the award. Currently the second phase of development is underway.

Handling as many as 961 vessels, KPCT managed to raise its throughput of cargo to 40.7 million tonnes during the financial year 2014-15, which in turn resulted to a whopping growth rate of 67 per cent, year on year. This is one of the



(L to R) **A P V N Sarma**, IAS (Retd), Advisor to Governor of Telangana and Andhra Pradesh, **Anil Yendluri**, Director & Chief Executive Officer, Krishnapatnam Port Company Ltd, **Sunil Kalra**, Divisional Head - Maritime Cranes, Liebherr India Pvt Ltd.

CONTAINER LINER OF THE YEAR

CMA CGM Agencies (India) Private Limited



2015
THE GATEWAY AWARDS
THE BENCHMARK OF INDIAN MARITIME BUSINESS

CMA CGM, the French container transportation and shipping company, is the third largest container company in the world, using 170 shipping routes between 400 ports in 150 different countries. The company has 24 terminals in operation across 11 countries. CMA CGM Agencies (India) Private Limited is a subsidiary and operates with a strong, intricate network of 28 offices spread across the nation. The company offers a wide range of shipping solutions across five gateway ports and eight feeder ports within the country along with intermodal solutions covering accessibility to and from 33 inland locations. As a Group, CMA CGM operates nine direct weekly services calling in and out of India offering global connectivity to Europe, US, Africa, South America, Australasia, Asia and the Middle East Gulf.

The company has dedicated block trains thrice a week connecting Mundra to the ICDs at Dadri and Tughlakabad. Additionally, there is a network of CFSs at three key locations- Ameya Logistics, Nhava Sheva; Honeycomb CFS – Mundra and CMA CGM Logistics Park, Dadri which adds to its portfolio of increasingly effective logistics solutions designed around their customers' needs.

CMA CGM Agencies (India) Private Limited launched two new services in the last operating year named AMERIGO & CIMEX 2E. An E-commerce Platform - My-Ultimate-Shipping-Tool (MUST) was also launched last year. MUST will be the platform which will provide business at convenience – one can place booking or shipping instruction any given day, any time

(real time connectivity to send your BKG / SI) and trace requests too. The platform will offer services to manage the entire lifecycle of your shipments online, from schedules to invoices, exporters or importers, improved quality of documents, comprehensive business solutions and active business, streaming transaction updates to customers.

The company has focused on environment protection and performing high in the reduction of Carbon Footprint, anticipating a 50 per cent reduction in 2015. They have modern fleet with the latest eco-technologies including 48,000 low consumption refrigerated containers, 1,400 *40'HC light steel containers, 130,000 teu fitted with Bamboo floor, new Eko floor containers.

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As part of the CMA CGM Global network we are committed to consistently provide new and innovative shipping solutions and increase in capacity.

”

CMA CGM Agencies (India) recorded a growth of 23 per cent on EXIM performance for handling 7,51,207 teu over last financial year's performance of handling 6,10,441 teu. As the statistics convey a handsome revenue and volume growth was also a parameter consider by the jury before according the French firm the liner of the year award.



(L to R) **Aloma Fernandes**, Area General Manager-Western & Central India, CMA CGM Global (India) Pvt Ltd, **K Mohandas**, IAS (Retd), Former Secy of Shipping, Govt of India, and Chairman, Kerala Shipping and Inland Navigation Corporation Ltd, **Ashutosh Jaiswal**, President-International Business & Logistics, Century Plyboards (I) Ltd.



- Container Liner Agency
- Agency for Bulk / Tramp Vessels
- Break Bulk Liner Services
- Project Cargo Services
- Ship Broking / Ship Chartering
- CFS & Terminals
- Rail / Inland Transport
- Infrastructure Projects
- Agency for ISO / Flexo Tanks
- Air Cargo Services
- RoRo
- Stevedoring
- Domestic Coastal Services
- Tanker Services

Relationship at the core and a host of shipping services created around it.

Samsara offers a spectrum of global shipping solutions. Be it Sea, Road, Rail or Air. With a Service Portfolio like Shipping, Logistics, CFSs, ICDS and Terminals, Rail and Road Movement and Warehouses, we have created value driven, customer focused solutions that are truly World Class.

- Strong Pan India Network
- In depth Expertise as Agents
- 55 + Offices



Samsara Group

Success In Service

CONTAINER TERMINAL OF THE YEAR

Mundra International Container Terminal



THE 2015
GATEWAY
AWARDS
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

It was a milestone achieved when Mundra International Container Terminal, owned and operated by global port operator DP World handled one million teu annual container throughput in the year 2014. As it was the outstanding performance that year, there was no hesitance from the jury in declaring MICT the container terminal of the year and bestowing the award. The phenomenal growth in breaching the one million teu mark was hailed and recognized by the Jury.

What is not to be missed is that when MICT started its operation in 2003, it handled only 20,000 teu and over the period it has achieved such landmark growth while simultaneously pioneering the container revolution in the Kutch region and emerging as the gateway port for North and North-West regions of the country.

Across parameters considered by the jury, MICT was having a better edge with its credentials during the year FY 2014-15. With the total throughput of 10,37,454 teu achieved, they could achieve an impressive growth rate. Of the total capacity of the terminal, it utilised 94.3 per cent. Its dwell time accounts 3.30 days for import and 5.23 days for exporting containers from India.

To account for its enhanced performance, MICT handled over 600 vessels in the year 2014 which resulted in clocking one plus million teu of throughput. On the productivity side, it bettered the performance, recording gross moves of over 30 GCR per hour and berth productivity of over 77 moves per hour.

During the first quarter of 2015, the MICT team delivered good results in all the important operational key performance indicators such as Gross Crane Rate of 34 moves per hour, Truck

Turn Around Time of 66 minutes and Box Moves Per Hour of 88 moves.

A few initiatives MICT rolled out recently are the implementation of VMTs (Vehicle Mounted Terminals) on ITVS (Inter Terminal Vehicles) which essentially reduce the man machine interface giving real time information dynamically to the ITV drivers directly into their cabin thus increasing flexibility /efficiency in operations and safety at the same time.

In future, the endeavours MICT proposes, is to convert the existing 18 diesel driven RTGs into electric ones, in order to reduce the energy consumption, costs and carbon emissions. In 2014, MICTs RTGs consumed a total of 2.56 million liters of diesel. This translated to a costs over ₹100/move. If electric RTGs are used, the

“

MICT is committed to deliver a captivating value proposition through Operational Excellence. The operational benchmarks at MICT are among the best globally, with vessels being turned around with an Average Crane Speed of over 34 moves per hour. The waterside productivity is backed up with best in class road and rail infrastructure.

”

power required will be 386,0393 KW and the electrification will reduce the cost per move by 81 per cent. In addition to the terminal benefitting from the RTG electrification, this move would be a great step in reducing the carbon footprint to a significant extent.



(L to R) **K Mohandas**, IAS (Retd), Former Secy of Shipping, Govt of India, and Chairman, Kerala Shipping and Inland Navigation Corporation Ltd, **Capt Dinesh Gautama**, President, Navkar Corporation Limited, **Tejas Nataraj**, Chief Executive Officer, Mundra International Container Terminal.

A PROMISE OF TOMORROW



Our promise is to provide world class port services & value-for-money to the trade community, through our highly innovative, experienced & professional team.



DP WORLD
Nhava Sheva
(India) Gateway
Terminal

BULK OPERATOR OF THE YEAR

Essar Shipping Limited



THE **GATEWAY** AWARDS 2015
THE BENCHMARK OF INDIAN MARITIME BUSINESS

Mumbai-based shipping and logistics operator Essar Shipping has been chosen as The Bulk Operator of the Year for the third consecutive time needless to say for its strategy to own young and balanced fleet and managing to steer through one of the most turbulent periods in the history of shipping.

With an average age of 11 years, Essar owns a fleet of 13 bulkers of different sizes. The fleet comprises of three Capesize, six Minicapes, two SupraMaxes and two Handy sizes during the financial year 2014-15 and there was no disposal of vessels at Essar.

In all the parameters that the firm was rated on, it scored high leading to announce Essar as the prime bulk operator of the year. The firm showcased a spectacular growth of 22 per cent, on a standalone basis taking in to account the operating profit alone. The profit margin has been reported as 11.47 per cent and this, according to jury, was considered stable given the volatile nature of the bulk business.

Though there was no additional investment for acquisition of the vessels during the year 2014-15 and the firm placed orders for four Supramax vessels which are expected to be delivered between FY15 to FY17. Also, Essar has been in the process of acquiring four Supramax Bulk carriers with an estimated project cost of ₹830 crore with deliveries scheduled between FY 2015 to FY 2017.

According to ESL, placing orders for new vessels despite the market situation being choppy will prove beneficial for them with vessel costs being pegged at low prices. This, they say, has given them the conviction to perform better.

Essar Shipping Ports & Logistics Ltd was the first Indian shipping company to obtain the

International Safety Management Code (ISM) in 1995. It is also certified by ABS for compliance to OHSAS 18001:2007, ISO 9001:2008 and ISO 14001:2004 all together for operation of Bulk Carriers and Tankers. The company is also actively working towards achievement of ISO:50001, energy certification.

Its technical team has also developed an in-house reporting system called EIS (Enterprise Information System). With the new system, the vessels now send only one single technical and utility report everyday irrespective of their position i.e. whether they are located at the port or at sea. This makes operation for the staff easier and hassle free at the ports. Data from this single report is then utilised to develop management

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Along with the operation we focus on maintaining the quality of the fleet. Bagging the award for the third time indicates that we continue to maintain our fleet best in the subcontinent carrying bulk.

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information system reports, sustainability reports and all other quality system reports.

To conserve energy, fuel efficiency targets have been set for their entire fleet and most have been met. The entire fleet has Ships Energy Efficiency Management Plans implemented more than six months ahead of requirement.

In a move to render operations eco-friendly, green house gas emissions due to sea transportation activity have reduced from 517,767 tonne equivalent of CO₂ in the year 2011-12 to 347,524 tonne equivalent of CO₂ in the year 2013-14.



(L to R) **Vikram Gupta**, Chief Financial Officer, Essar Shipping Limited, **K Mohandas**, IAS (Retd) Former Secy of Shipping, Govt of India, and Chairman, Kerala Shipping and Inland Navigation Corporation Ltd, **Capt B V J K Sharma**, JMD & Chief Executive Officer, JSW Infrastructure Limited, **Capt Rahul Bhargava**, Head - Chartering & Operations, Essar Shipping Limited.



SHIPBUILDING COMPANY OF THE YEAR Cochin Shipyard Limited

THE 2015
GATEWAY
AWARDS
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

India's leading shipbuilder and ship-repairer of the country, Cochin Shipyard Limited received the award for being the ace 'Shipbuilding Company of the Year'. The award was given in recognition of its healthy order book, technical competence and active contribution in making a mark in the 'Make in India' campaign.

The company was judged the best shipbuilding company of the year based on several parameters of operation and infrastructure. The shipyard CSL has posted healthy financial numbers for the last several years. The shipbuilding income increased from ₹1,012 crore in 2009-10 to ₹1,859 crore

Platform Supply Vessel. It is the only shipyard in India which can repair ships up to 1,25,000 dwt and also the only yard which can repair an Air Defence Ship.

Cochin Shipyard's vision is to emerge as a leading shipbuilding and ship-repair yard in the South East region. The yard has developed a business plan and vision document and is proposing to set up ship-repair facility in Cochin Port Trust area at a cost of ₹1,000 crore along with setting up of dry-dock for taking up building and repairs of large aircraft carriers and underwater repair of rigs and semi submersibles in the existing free land area in CSL premises. CSL is looking at the business prospects of building of LNG carriers, dredgers and repairs of offshore rigs as a potential area of future growth.

CSL, spreading over a sprawling area of 170 acres, in the last financial year has further added 15 acres. They have registered a growth rate of 12.19 per cent in operating profit from Indian operations (Y-o-Y, FY 2014-15 over FY 2013-14) along with operating profit margin (FY 2014-15) of 6.2 per cent. CSL for the FY 2014-15 have made investments worth ₹47.2 crore and their total investment outlay for the next year is ₹88 crore.

Approximately ₹100 lakh has been invested for conservation of energy by CSL. The company provided Variable Frequency Drive (VFD) for various cranes, ensured electrification of new buildings is carried out with LED lights instead of conventional discharge lamps.

Even though the shipping industry was raking under several problems, it has continued to grow and offer indigenous services to the customers every year.

“ We have successfully finished a huge major milestone, the entire hull and all the underwater works... that's a huge amount of work to be done in a year. Though the shipping industry is not doing well, we have successfully kept the momentum of growth. 10 years back CSL was only a ₹375 Cr company where as now it is of ₹2000 Cr worth. Our shipyard is truly blessed and best laid out where we work on trust and ownership and these factors help CSL to stand out.

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in the financial year 2014-15. Presently, the company has 11 ships (as on March 2015) on order comprising of five Fast Patrol vessels for the Indian Coast Guard and the Indigenous Aircraft Carrier for the Indian Navy and one



(L to R) **K Mohandas**, IAS (Retd), Former Secy of Shipping, Govt of India, and Chairman, Kerala Shipping and Inland Navigation Corporation Ltd, **Cmde K Subramaniam**, Chairman and Managing Director, Cochin Shipyard Ltd, **Sabyasachi Hajara**, Former Chairman - SCI & Chief Advisor, Elektrans Shipping Pvt Ltd.

FREIGHT FORWARDER OF THE YEAR

Allcargo Logistics Limited



THE 2015
GATEWAY
AWARDS
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

With a proven track record of delivering high quality diverse logistics services, Allcargo Logistics Ltd bagged the award of being the leading Freight Forwarder of the Year for handling high volumes of cargo and posting an impressive growth in revenue.

Allcargo Logistics Ltd has touched the \$1 billion mark in revenues this year which has been a major achievement. Volumes handled by the company have drastically increased and it has made great inroads into full container loads. It acquired FCL Marine Rotterdam, a logistics company through wholly-owned subsidiary Ecuhold NV and since then the operational performance has grown by 25 per cent as a result of the acquisition. The company has been doing well in all the verticals it operates and this is evident in the financial performance it has posted.

Maintaining service standards that are a benchmark in the industry, Allcargo Logistics has distinctly emerged as the leader in freight forwarding in the past few years. In the FY 2014-15, the company handled 88,200 teu of containerised cargo and a record number of 210,000 customs files. The freight forwarding business of Allcargo recorded 34 per cent year over year growth in operating profit. The company has total warehousing capacity of 61,216 square feet.

For the year ended March 31, 2015, the company recorded total revenue of ₹5,681.4 crore, as against ₹4,887.7 crore for the corresponding previous period, an increase of 16 per cent, mainly on account of increase in revenues across

all businesses of MTO, CFS and Project and Engineering. 83 per cent of the revenue is from the global MTO business.

In the cargo consolidation business the company has been growing at an average of 11 to 12 per cent and in full loads it has marked a growth rate of about 28 per cent. The company has added a lot of new customers from diverse sectors and is poised to making a 15 per cent volume growth in LCL and about 25 per cent by volume in the FCL category.

Allcargo is particularly renowned for seamlessly handling hazardous cargo and specialises in

“

We have made great inroads into full container loads, so our business performance has grown by 25 per cent. The acquisitions that have happened in the past have been quite productive. We are very bullish about growth in container loads and have added a lot of new customers. In spite of volatility in global markets we have maintained steady growth.

”

certain verticals like automotives to cater to the specialised needs of customers. In India it operates through its own CFS which helps to maintain faster turn around time and handle cargo more efficiently.



(L to R) **Ashok K Mohapatra**, Former Secy of Shipping, Govt of India, **Shantha Martin**, Chief Executive Officer – ISC, Middle East, Africa (S & E), Allcargo Logistics Limited.



કંડલા પોર્ટ ટ્રસ્ટ

KANDLA PORT TRUST

ISO 9001 | 2008 • ISO 14001 | 2004



Delivering Maritime Excellence

Steady growth, excellent infrastructure, last-leg connectivity, all-round services and cost-effectiveness are the major strengths of Kandla Port. Due to a unique locational advantage, the gateway to the vast granaries of Northern India and the entire North-Western industrial belt, has an access to a vast hinterland of 1 million square kilometers that stretches even upto Jammu and Kashmir.

Handled 93.62 MMT cargo during 2012-13

India's No.1 Major Port



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SHIPPING AGENT OF THE YEAR

Samsara Shipping Pvt Ltd



THE
GATEWAY
AWARDS
2015
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

The award was presented to Samsara Shipping in recognition of registering impressive growth and performance over the last year. The award also appreciates the management's vision for diversified services to its customers.

Samsara Shipping is one of the respected and largest agency networks in India, providing world class services and has a reassuring presence across major and minor ports and ICDs and cities in India. Last financial year, Samsara handled 0.4 million teu of containerized cargo and 18.4 million MT of dry bulk and 12.14 million MT of liquid bulk. Samsara registered a growth of 18 per cent in operating profit in the year 2014-15 compared to the previous financial year.

To reach across to wider customer base, Samsara has been expanding its customer network each year and this year they have successfully added five new office locations, all fully owned by Samsara Group, taking its overall network to 60 offices across India – the largest agency network in India. Samsara plans to further expand its network in India by opening more offices across various potential locations, developing state of the art information and communication technology infrastructure, as well as acquiring container handling equipment as well as for non containerized cargo, bonded warehousing, consolidation facilities, hi-tech security, use of technology for container tracking and providing information through web and SMS solutions. Samsara Group offers each of its customers what is perhaps the most comprehensive and diverse service offering. It offers global shipping services, multi cargo handling capabilities, containerised rail transport, trucking and trailer services, CFS / ICD Terminals, professional

agency services, ship broking, port representation and more.

Samsara has come up with a few innovative ideas that will help them to retain their wide customer network and also build new ties as well. The company will offer 'Electronic Delivery Order' facility to customers. This facility helps customers to save time in clearing of cargo and also aims at simplifying the empty offload process while regularly updating customers through container tracking and real time information through web and SMS solutions. All the facilities offer a one stop service solution and cater to a wide spectrum of industries across India.

Samsara has also put up a well established system of addressing customer complaints

“

We have successfully handled 1 Million teus this year and are aiming for an increase of 15–20 per cent next year. According to me, Samsara is coming together as an organisation covering all aspects of being a shipping agency having reasonable share in each segment growing each year steadily.

”

and grievances. The Group with their support mechanism in place to bridge the gap between customer and themselves is going out of their way and thinking innovatively to address customer issues that were noted last year. This has truly positioned Samsara Group at the forefront of the shipping and logistics business vertical in India and as a result, they are the proud holders of the 'Shipping Agent of the year'



(L to R) **Michael P Pinto**, IAS (Retd), Former Secy of Shipping, Govt of India, **Capt Pankaj Mehrotra**, Vice President, Samsara Group, **Raj Khalid**, India Representative, Port of Antwerp.



COASTAL SHIPPING OPERATOR OF THE YEAR Shreyas Shipping & Logistics Limited

THE
GATEWAY
AWARDS
2015
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

Shreyas Shipping and Logistics Ltd (Shreyas) has been presented the award for being the outstanding Coastal Ship Operator of the Year in recognition of its efforts for being in the forefront nurturing coastal shipping in India. Running different services connecting all major ports on the western and eastern coasts of India, it can be said that the firm is the preferred feeder operator for all main lines like Maersk, CMA CGM, and MSC.

Shreyas, a unit of Transworld Group, is the first Indian company established to fill the gap for feeding of containers between Indian ports and transshipment hubs. It connects Indian ports with internationally renowned transshipment hubs such as Dubai, Jebel Ali, Colombo and Singapore. The company has incessantly innovated its services to meet the changing requirements and to promote the Indian containerised trade at large, especially on the coastal routes.

“

We are the first to connect Vizag direct to Jebel Ali which has upgraded us from being a coastal player to a regional player. Going ahead we have also extended right upto Chittagong now. So right from Chittagong, all Indian ports as well as connecting to Karachi and Middle East, we are placed far ahead of the competition and this fact is evident in the growth and financials that we have posted.

”

Deploying the newly acquired vessel SSL Gujarat along the coastal route has enabled Shreyas Shipping and Logistics Limited to link all Indian ports. Shreyas created history by becoming the first to service domestic containerised cargo movement at every Indian port, from Mundra up to Kolkata, all the way along peninsular

Indian coasts. The development also underscores the company's commitment to support the government's ambitious Sagarmala project. The company operates through a fleet of seven ships and has dedicated one of its vessels, *M V OEL VICTORY* by renaming it as *SSL SAGARMALA*.

For the past one and a half decades, Shreyas has been plying vessels along the coast, focusing particularly on the west coast which has a strong hold for coastal shipment. But, this year it has extended services right up to Kolkata on the east coast. Another major achievement has been the first direct service from east coast to Jebel Ali in the UAE. So, the same service that is running from the west coast to the east coast has been extended upto Jebel Ali. Shreyas is the first to connect Vizag direct to Jebel Ali, which has helped the company to step up from being a coastal player to become a regional player.

During the evaluation period, the company handled 100196.07 million tonnes of non-containerised cargo, while the containerised cargo handled pegged at 219205 teu. Operating profits from operations for Shreyas increased by 168.48 per cent during FY 2014-15 over the previous year. Operating profit margin from operations increased by 129.16 per cent during the evaluation period.

With speedy fleet rationalisation, the average fleet age has reduced from 22 years to 19 years in the last few years. During the FY-2014-15, the company invested ₹62 crore for acquiring second hand container vessels which have been deployed on Indian coastal service. In the near future Shreyas plans to invest about ₹100 crore for acquisition of vessels which will be added to its fleet operating on the coastal routes. The board of directors of the company has approved a plan for acquisition of 4 container vessels ranging from 1700 teu to 2500 teu over a period of 18-24 months.



(L to R) Ashok K Mohapatra, Former Secy of Shipping, Govt of India, Capt Vivek Kumar Singh, Chief Executive Officer, Shreyas Shipping & Logistics Limited, S Padmanabhan, Director, Sattva Logistics Group.

INLAND CONTAINER DEPOT OF THE YEAR

St. John Freight Systems Ltd



2015
THE GATEWAY AWARDS
THE BENCHMARK OF INDIAN MARITIME BUSINESS

St. John Freight Systems Ltd, one of the leading customs cargo service providers in south India won the award for operating the best Inland Container Depot of the year. The emergence of the company as a strong regional player and its offering of a comprehensive set of services to its customers won it the award this year.

It was the first CFS in the country to get portside ICD status for providing all export import pre and post shipment services under one roof. Other parameters that were considered during its nomination were performance, capacity, infrastructure, productivity, efficiency and customer service.

The ICD handled 74,013 teu of containers for the year 2014-15, reporting a 23.18 per cent year on year growth over 60,084 teu handled in the previous year. On an average, the ICD handled 135 teu of export containers and 94 teu of import containers per day. During the year, the ICD recorded a remarkable increase of 14.57 per cent in operating profits and operating profit margins increased by 10.25 per cent on year on year. These operational statistics underscore the outstanding performance made possible by the state-of-the-art infrastructure at the ICD which makes it the preferred service provider.

To increase the capacity of cargo handled the ICD has made an investment of ₹2.20 crore to provide additional warehouse space of 50,000 sq.ft. Additional security systems have been procured and other cargo handling equipment such as reach stackers have been reconditioned and cargo checking systems have been improved to prevent contrabrand. The ICD has been awarded Authorised Economic Operator status by the Indian Customs.

Going forward, the ICD plans to make an additional investment of ₹7 crore through March 2016 for developing a two-acre land for ICD operations. New cargo handling equipment such as reach stackers will be procured and the facility will be improved to accommodate more Customs officials and provide more computer terminals to bay-points.

A special permission has been obtained from the Customs department for providing inspection centre to Walmart ASDA and Decathlon, both global players. Belt conveyor systems have been installed for unloading, stacking and stuffing of cargo. While these improvements save a lot of time they have also helped the ICD in getting additional 100 teu from each of the above mentioned global buyers.

“

The FY 2014-15 was very phenomenal one considering our operations as we could pull out a growth rate of 23 per cent. We cherish this token of appreciation from Gateway Media for our efforts to provide a better service to our customers. We would continue to upgrade our services as we believe in total customer satisfaction with value added services.

”

To ensure safety of cargo, only customs approved transporters are allowed to move containers. Container gate out-time and port gate in-time are constantly monitored. The ICD is IKEA certified and has cleared 5.1 version of IKEA IWAY audit.



(L to R) **Michael P Pinto**, IAS (Retd), Former Secy of Shipping, Govt of India, **J David Raja**, Sr Vice President, St John Freight Systems Ltd, **Rajeshwar Bhatt**, Director, Suraj informatics Pvt Ltd, **Amit Gupta**, Director, Suraj informatics Pvt Ltd.



Century Container Freight Station (ISO 9001:2008), a new addition in the CENTURYPLY family, is first privately held CFS in Kolkata with the capacity to handle more than 14000 TEU's per Month. We have been accorded the status of "Container Freight Station" at Kolkata in the Nov 2008 and are leading in CFS business with the help & acceptance of shipping fraternity.



- ISO 9001:2008 Certified Company.
- Specialized in removal of laden containers and break bulk cargo from KDS/HDC
- Space of 22096 Sq Mts. (Sonai) & 78150 Sq Mts. (JJP) of land to ease of the port congestion.
- 24/7 Facility.
- EDI Connectivity with fully computerized operations on software developed by CMC.
- Cargo storage facility in covered and open yard.
- Weighment facility.
- Strong Room for valuable cargo.
- Reefer container plug points/Separate stack yard for Hazardous cargo.
- Ample parking space.
- Cargo consolidation.
- 24/7 Dock Office open for Dock operation.
- Flood lights/ High mast towers for round the clock operations and CCTV cameras for surveillance of containers.
- To provide hassle free and single window clearance service to Importers/Exporters.
- Our Clientage: Maersk & Safmarine, OOCL, Yang Ming, APL, MSC, Hanjin, NYK, Evergreen, PIL, CMA-CGM, TLPL, MOL, Hapag Lloyd, Seabridge, Parekh Marine, TransAsia, Pannon, CSAV, Maxicon, Seahorse, Caravel, ULA, ZIM etc.



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CONTAINER FREIGHT STATION OF THE YEAR

Allcargo Logistics Limited



2015
THE GATEWAY AWARDS
THE BENCHMARK OF INDIAN MARITIME BUSINESS

Allcargo Logistics Ltd provides comprehensive multimodal transport solutions and operations management as an integral part of its logistics services. Envisaging the need for more port-related infrastructure, the company has invested in its own CFS with world-class facilities. The CFS at JNPT, Chennai and Mundra have an individual annual capacity of about 1,45,000 teu.

The total capacity of the CFSs and ICDs at the end of June 30, 2015 was 5,73,000 teu per annum, which is among the largest in the industry. The business clocked total volumes of 78,727 teu for the quarter ended June 30, 2015 as against 72,390 teu for the corresponding previous period, reporting an increase of eight per cent. This volume includes all four CFSs and two ICD. The CFS alone handled 2,57,463 teu during FY 2014-15.

The total revenue from CFS/ICD operations for the quarter ended June 30, 2015 was ₹109 crore as against ₹91 crore for the corresponding previous period, an increase of 21 per cent, on account of increase in realisations and value added services.

The CFS has an average turnaround time of 24 hours for export containers and 10 days for import containers which is among the quickest in the industry which has been made possible through the state-of-the-art infrastructure available. On an average, 158 teu of export containers and 547 teu of import containers are handled per day. RFID tags are used for seamless monitoring and location of containers. A kiosk based information system provides update on the status of containers. Reefer points are provided at the CFS for managing temperature controlled containers and products. In addition, IT enabled processes with complete documentation and

billing counters are some of the value-added services offered at Allcargo CFS.

With the unparalleled capacity, infrastructure, volumes handled and revenues generated at the CFS, Allcargo clearly stands apart from the competition as the leader in offering container freight station services.

Green initiatives

Apart from being a leader in the sectors it operates, the company has also made remarkable contributions towards environmental conservation. Allcargo has implemented a number of CSR initiatives such as installing solar panels at all the CFS across the country to provide uninterrupted supply of clean energy during day time. A water recycling plant has been

“

We are honoured to have been selected as the Container Freight Station of the Year. With humility we can say that it is the recognition for the trust and support which has been bestowed on us by our customers for the seamless services we have been rendering to them. We have handled 257,463 teu of container cargo in the FY 2014-15. We would be happy to serve our customers with the same vigor henceforth too.

”

installed at the TransIndia CFS in Mumbai to clean and reuse the waste water from the yards.

The company has invested in modern RTGs to reduce fuel consumption at its CFS in Mumbai and Chennai. This will reduce the carbon footprint of the company by as much as 2,000 MT of CO₂ per year per RTG.



(L to R) Siddhartha Choudhary, Asst General Manager, Allcargo Logistics Limited, Michael P Pinto, IAS (Retd), Former Secy of Shipping, Govt of India.



EXCELLENCE IN MARITIME EDUCATION

Hindustan Institute of Maritime Training

THE
GATEWAY
AWARDS
2015
THE BENCHMARK OF INDIAN
MARITIME BUSINESS

Hindustan Institute of Maritime Training (HIMT), a premium institute in maritime education and training, was conferred with the prestigious Gateway Awards 2015 for “Excellence in Maritime Education” in recognition of its commitment to achieve excellence in maritime training and designing value-based courses.

To impart quality education and nurture the interest of mariners through formal and non-formal methods, HIMT was established by Sanjeev S Vakil, a graduate in Mechanical Engineering and now serves as the CEO of HIMT, in September 1998.

From three courses initially, the 17-year-old institute now has emerged as the training hub for pre-sea training for officers to advanced courses for all ranks of Merchant Navy with three

400 students. Post-sea courses are basically short-term courses which range between a day to four-months, while its pre-sea courses range between four months to four years. All the courses are approved by DG Shipping.

India has around 148 institutes offering both post-sea and pre-sea courses. However, HIMT’s commitment to professional excellence and global quality has set a benchmark for other maritime training institutes in the country and seeks to achieve further excellence. Till date, HIMT has trained more than 211,000 candidates in various courses.

The institute offers a wide range of courses dedicated to the offshore oil and gas industry and specialised value-added courses for ongoing professional development of seagoing personnel and shore-based staff, at competitive fees. In the coming year, the institute has plans to launch offshore training course. Though the offshore industry is going through turmoil at present, it is expected to pick up pace in the coming years.

With its significant contribution in maritime education and training, the institute has been rated “outstanding” (SMERA Grade 1) for all its courses by an authorized rating agency appointed by Government of India. And it has been winning awards every year in the last 10 years. It has also received several acknowledgements in recognition of its commitment in maritime training. Of which, Sea Trade Middle East and Indian Sub-continent Award, Exemplary Personal Achievement Award form Sailor Today, Grade A1 (OUTSTANDING) by Worlds largest Classification society DNV-GL and Class NK presented by DGS in 2014 are noteworthy.

HIMT represents the highest overall value in terms of location, infrastructure facilities, aesthetic interiors and delivers quality education and services to the candidates by competent, dedicated faculty and staff.

“

Being a center of excellence, we believe that students of this techno-generation are the nation-builders and agents of change, and with good stewardship and encouragement they will succeed in the global map. Within four years of inception, we became the largest maritime institute in India to offer the highest number of DG Shipping-approved courses (33 courses) in the year 2002. As we have been enjoying the No.1 status for more than a decade now; it’s our constant endeavor to build infrastructure and achieve further excellence.

”

sprawling campuses in Chennai. It will launch its fourth campus in Chennai next month.

HIMT is the largest post-sea training institute in India and offers 58 courses to train more than 20,000 students every year. While in pre-sea courses, it offers seven courses and trains around



(L to R) Thaddeus Choo, Managing Director, OOCL (India) Pvt Ltd, Sanjeev S Vakil, Managing Director, Hindustan Institute of Maritime Training, Ashok K Mohapatra, Former Secy of Shipping, Govt of India.







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INDIAN CONTAINER MARKET 2015

A white paper by Drewry Maritime Advisors presented at Containers India Conference 2015

India is poised to witness growth in container trade with total container handling projected to cross the 12 million teu mark in 2015-16. The third edition of the report, developed in collaboration with Drewry Maritime Research provides vital insights into the sector and brings to the fore major issues affecting container business in India. A highlight of the report is the compilation of the existing and upcoming container terminals across the Indian ports.

Dr Subrata Behera

Sr Research Analyst -Port and Containers
Drewry Maritime Services Private Limited



1. Introduction

Indian Container traffic has witnessed a strong growth, increasing from 5 million teu in 2005 to ~11.5 million teu in 2014, at a CAGR of around 9 per cent. Through the years, India has diversified its trading partners according to its basket of export commodities and import requirements. Opening up the economy in 1990s provided the much awaited opportunity to the Indian manufacturing sector for expansion and international exposure. This in turn resulted growth in imports. Policy initiatives coupled with international demand for goods, pushed Indian entrepreneurs to expand their businesses within India as well as abroad. Relaxed and simplified FDI norms and availability of resources acted as catalyst for expansion of the Indian industry. As far as handling is concerned, currently top-3 container ports i.e. JNPT, Mundra and Chennai together control almost 75 per cent of India's total container traffic.

2. About the report

This paper looks at the major issues affecting the container business in India under four major headings. They are the emerging demand, infrastructure, port capacity and the government policies. The paper also contains the result of the Indian Container Market Survey 2015 conducted jointly by Drewry and Maritime Gateway as precursor to the Containers India 2015. Responses were received majorly from five segments of Indian container market. They are: Shipping lines, ICD/CFS/MMLP, Importers/Exporters/Cargo Owners/ Shippers, Freight Forwarders/Custom House Agent/Shipping Agents/Cargo Movers and Ports/Terminals.

3. Demand

Rising trade in containerised cargo

The Readymade Garments (RMG) and Textile sector has traditionally maintained its top position in India's

export basket. Exports in this sector increased from \$3 billion in 1993 to \$20.6 billion in 2013, nearly a seven-fold rise in the last 20 years. Chemicals follow RMG/Textiles with an export value of \$19 billion in 2013; from just \$1 billion in 1993. Other sectors that witnessed massive rise in India's exports are Fabric/Yarn, Steel Products and Reefer Food Products. Another major commodity in the list of exports is Pharmaceuticals; the commodity stands sixth. India offers affordable and quality medicines across the globe, and double-digit growth is expected on the back of many expansion plans by industry majors. Certain policies are under consideration to improve the sector and increase exports further.

On the import side, the Electric and Electronic Goods segment is the largest product category imported into India. In the calendar year 2013, India imported \$29.3 billion worth of electric and electronic goods compared to just \$6.3



billion in 2003. Advanced mechanisation and industrialisation in the country has pushed the imports of machinery and spare parts to a new level. India imported \$27.4 billion of machinery and spare parts in 2013 as compared with just \$5.5 billion a decade ago. In India's import basket, Chemicals and Steel Products occupy third and fourth positions respectively followed by Food Products.

In financial year 2014-15 all the respondents of the survey saw a change in the quantity of cargo handled by them over financial year 2013-14. Twenty-Six per cent of the respondents saw more than 10 per cent increase in the cargo handled by them, while twenty-five per cent of the respondents saw their cargo handled increase in 6-10 per cent range. On the other end we have 11 per cent of the respondents who actually saw the cargo handled by them decrease in the financial year 2014-15 over the previous financial year.

Mapping the cargo centres

Drewry estimates the volume of cargo being exported and imported by production centres/states. Drewry has identified 11 major industrial clusters in India which constitute more than 80 per cent of the cargo traded by India globally.

We foresee growth continuing in India's container trade. As a base-case scenario, the total container handling is expected to cross 12 million teu by 2015-16. However, we do not expect any drastic shift in terms of major cargo centres or their share in India's total trade. We could see some change only after the commissioning of the Dedicated Freight Corridor (DFC) and the proposed Delhi-Mumbai Industrial Corridor (DMIC). DMIC will focus on creation of industrial zones/clusters while DFC will focus on the speedy and effective transportation of goods between these clusters and ports on the western coast of India.

Hinterland remained largely stable with regards to the change in the number of industries in the last year.

Thirty-four per cent of the respondents saw only a minimal change in the number of new industries developed in their region. That was in addition to the 21 per cent of the respondents who witnessed no change in the landscape when it comes to the number of new industries established. However twenty-five per cent of respondents expected major expansions would take place in some of the industries in their hinterland in the last 12 months. On the other side 9 per cent responded that they have seen industries are switching to other regions due to varied reasons.

Major trade partners

China has been the main source of imports in recent years, accounting for about 26 per cent of India's total imports in 2013. Imports from China increased steadily from 1993 when it stood tenth



in the list of Indian import sources. The reason for the increase in imports from China is the cost effectiveness of some of its goods. In fact, some products can be manufactured at a third of the cost at which they are made in India. The range of products that have been imported has continuously been expanding.

Even as an export partner, the position of China has strengthened tremendously in the last 20 years – the country, which stood 17th in 1993, has moved to second in 2013. The volume of trade is expected to rise further with policies lined up to exploit growth opportunities and reduce the trade deficit of \$31 billion (2013).

Fundamentally, USA and China are two major trading partners for India. For exports, USA holds the number one position followed by China. The ranks get reversed in case of import partners. Together, both countries accounted for 21 per cent of total exports from India and 33 per cent of all imports into India in 2013.

India's exports are more diversified than imports. While imports from top 20 countries accounted for nearly 79 per cent, by comparison, top 20 export destinations (countries) constituted only 64 per cent of India's global exports. Vietnam's rank has improved markedly in the last few years. The South East Asian country was 58th in 1993 in India's export destination but now (2013) stands sixth. The country ranks first in India's exports of Reefer Food Products. About 20 per cent of India's total exports of Reefer Food Products are destined for Vietnam. Fabric/Yarn and Steel products are the other major products which are being imported by Vietnam from India.

Apart from China, Indian imports have increased, to a considerable extent, from South East Asia. Malaysia, Indonesia and Thailand have improved their market share in India and are currently placed among the top 10 import sources. Food Products and Polymer & Polymer Products are the top products imported into India from Thailand, while Food Products were the top products imported from Malaysia and Indonesia.

Among the European nations, Germany is ranked the highest – it stands fourth on the list of export destination and third on the list of import sources. The country accounts for close to 4 per

cent of India's exports and 6 per cent of imports. The United Kingdom, Italy and the Netherlands are other European nations that figure prominently on the list of top Indian trade partners.

Another country where Indian exports have made its mark over the last few years is Belgium. This European nation ranked at 224th in the list of Indian export destination in 1993 but now (2013) stands 12th. Goods worth \$3.4 billion (1.8 per cent of all Indian exports) were moved to Belgium in 2013, and the most demanded commodity was Steel Products, followed by Chemicals and RMG/Textiles.

Make in India, an Initiative launched by Prime Minister Narendra Modi last year to transform India into a manufacturing powerhouse is expected to make a difference. Forty-Two per cent of the respondents believe it will take more than four years for this initiative to pay off the expected results. Only 8 per cent of the respondents believe that it would take less than two years for the rewards to reap. Close to 50 per cent of the respondents think it will take somewhere between two to four years to see positive results. All respondents are looking forward for this initiative programme to become effective in different timelines.

Trade-lane-wise liner connectivity

With the growing trade volume moving out and coming in to India, the issue of liner connectivity attracts special attention. As the majority of the world cargo is carried by oceans, India is no exception especially with a large coastline, diversified product basket and partners. Being on the world's major trade route (Asia-Europe), India is served by many shipping lines. An attempt was made to quantify the connectivity of Indian ports as a whole with major geographical regions of the world.

As per UNCTAD's Liner Shipping Connectivity Index, the index for India improved from 34.1 in 2004 to 45.6 in 2014. However, for countries like Vietnam, the index has increased from 12.9 to 46 during the same period.

4. Infrastructure

In terms of container business, evenly spread cargo centres will boost trade and address some of the logistical problems in India. For example, while Jawaharlal

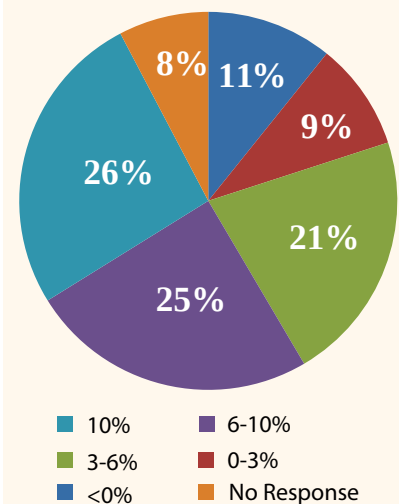


Figure 1: Rise in containerized cargo volume handled in 2014-15

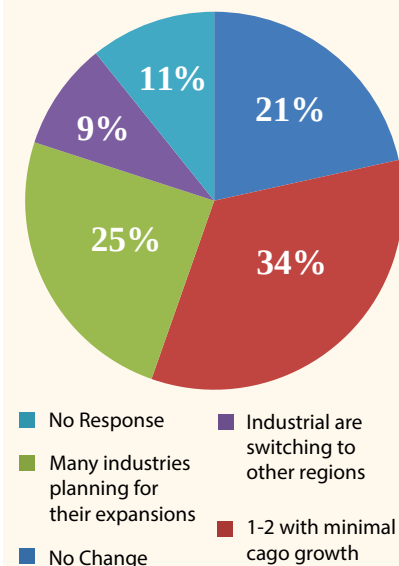


Figure 2: Establishment of new industries in 2014-15

Nehru port is being over utilised, ports on the eastern coast have less business besides struggling with the imbalance in container trade. Government and private participants need to work in tandem to develop more cargo centres not only to create balance of economic growth within India but also to make it more viable proposition to utilise capacity on the East coast ports. Connectivity of planned or potential cargo centres to the high speed road and rail network is of paramount importance and it requires focused effort and meticulous

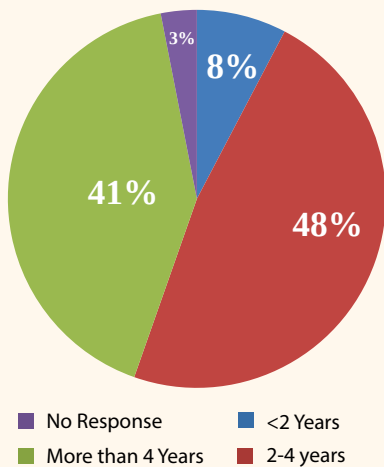


Figure 3: How long will it take to see the impact of "Make in India" initiative programme

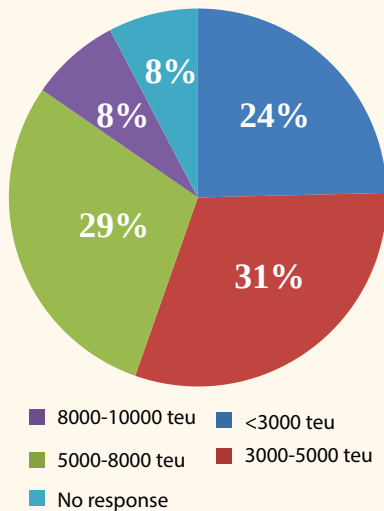


Figure 4: Average vessel size calling at respondent's preferred port

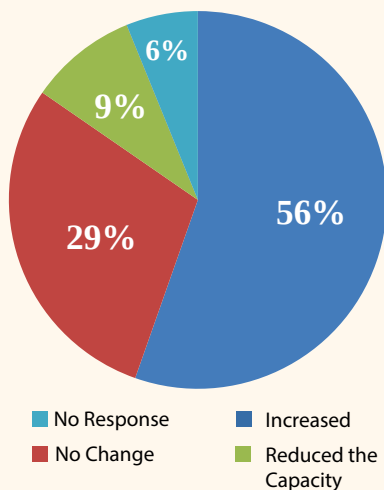


Figure 6: Respondent's perception on change in support infrastructure during 2014-15

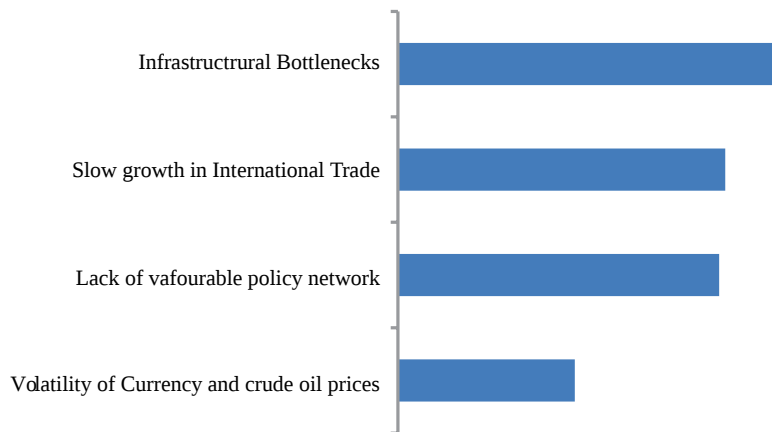


Figure 5: Challenges faced by the container industry in India

planning. Slowly but steadily these issues are being addressed. But if India is to become a real economic force on the global stage, these issues need to be prioritized and executed on the ground sooner than later.

Infrastructure is of crucial importance when it comes to any business. 55 per cent of the respondents have increased their infrastructural capacity in the last year or so. The increase has been in keeping with what is expected and none of the respondents have gone for an overhaul. On the flip side a combined 38 per cent of the respondents have either kept what they had last year or in some cases even reduced the capacity they had.

ICDs and CFSs in India

While Inland depots have been gaining popularity many shippers and importers depended on direct movement of cargo to the ports where the cargo would be stuffed (for exports) or stripped (imports) before moving to/from the final destination. There are as many as 247 listed CFS's and ICD's in India. Most of these are located closer to the ports. This demonstrates the dependency on port based facilities as the primary point for cargo containerisation and clearing. By comparison, the numbers of listed ICD's are very less, despite the fact that a large portion of the cargo traffic is bound for inland locations. Of the key ICD's having rail connectivity the share of private operators is still lagging while government run Container Corporation of India (CONCOR) continues to be the largest player

operating 48 terminals which handle EXIM cargo, while 14 others handle domestic traffic only.

Key Challenges

Despite the apparent benefits that these inland facilities provide, several bottlenecks persist. Road is still a preferred mode of transport even over long distances and the trend has been up. Share of rail transport has regressed from close to 28 per cent of cargo movement to just 22 per cent, creating challenge for ICD operators to offer frequent rail services and timely transports as opposed to export cargo moving directly to a CFS near the port facility.

Although there are myriad factors at play and they vary in form and magnitude for each ICD location, the two key factors encouraging direct road movement through ports are – transit time and costs.

The first has to do with frequency of rail services which in turn is related to traffic/demand. So, cost benefit and ease of doing business over direct road transport are paramount.

Rail haulage may be uncompetitive or provide little benefit over road in many cases; especially where distances are not too long or last mile connectivity is expensive. The single largest cost component of rail operations from ICD are high haulage costs which is paid to the Indian Railways and is the largest cost component of rail transport, estimated to be between 70-75 per cent of the total transport cost.



Other issues, like availability of empty containers at the ICD location, difference in ocean freight rates by shipping lines for ICD acceptance, congested rail corridors, reluctance to move from established setups also translate into cost competitiveness and ease of doing business.

Broadly, the key challenges can be summarised under the following headers

Discouragement of inland penetration of container for faster turnaround of inventory

Inadequate rail frequency

Lack of last mile connectivity

High costs of rail transport

ICD and CFS are absolutely paramount for the seaborne trade. Both of them provide some valuable services to the importers and exporters when it comes to shipping cargo. It comes as no surprise then that a whopping 77 per cent of the respondents believe that there will be more demand for ICD/CFS in future. A mere seventeen percent of the people think that we already have more ICD's/CFS's as per our existing demand.

5. Ports & TERMINALS

Major vs Non Major Ports

Traditionally, major ports of India have been handling all of the containerized cargo, both exports and imports. However, situation has changed during the past decade. Container trade has grown with the growing economic strength of India, and to contribute to this growth, new and efficient private ports have come up in recent years. Looking at the split of the containers handled at Major and Non-Major Ports, it is evident that the growth in container handling at the Non-Major ports have outpaced the growth at the Major ports of the country. This increase in Non-Major ports share can primarily be attributed to the growth registered by Mundra and Pipavav located on the western coast of India.

The share of Major ports in container throughput of India has declined from 99 per cent in 2002 to 85 per cent in 2009 and further to 68 per cent in 2014. Amongst the Major ports in India, JNP remained the largest port

with a throughput of 4.5 million teu in 2014. On the other hand, amongst the Non-Major ports, Mundra has evolved over the time and is currently the largest port. It registered a CAGR of 28 per cent during 2004-14 in terms of container throughput. The total container handled at this port was 2.7 million teu in 2014.

Eastern vs Western ports

Container handling on the east coast of India has increased from 0.9 million teu in 2002 to 3 million teu in 2014, with a CAGR of 10 per cent. On the other hand, container throughput at the west coast ports crossed 8.5 million teu in 2014 recording a CAGR of 10 per cent during the same period.

The major factors for faster growth on the west coast ports are:

The industrial development especially of the containerized cargo has remained more on the west coast compared to the east.

The connectivity between the major industrial cluster in north-western region and the west coast ports is more efficient and nearer compared to the ports in the east coast

The current trend is likely to continue in the near term. And, in medium to long term, the movement of cargo will depend on the industrial development in the hinterland nearer to east coast of India. Port connectivity infrastructure, which includes road and rail connectivity, will also play an important role.

Port capacity in India

With the growing demand for container handling facility in India, the port capacity has grown over the past decade. During the period 2002-14, the container handling capacity at Indian ports increased at a CAGR of 11 per cent, from 5.2 million teu in 2002 to 19.5 in 2014. However, the capacity on the west coast of India grew faster at a CAGR of 12 per cent during this period compared to 10 per cent on the east coast.

When calculated on the basis of port type (Major and Non-Major), the rate of growth in capacity widely differs. Container handling capacity at the Major ports of the country grew at a CAGR of 7 per cent over the period

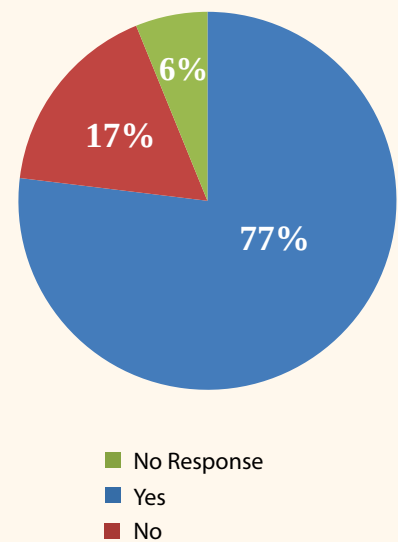


Figure 8: Respondent's perception on requirement of more CFS/ICD

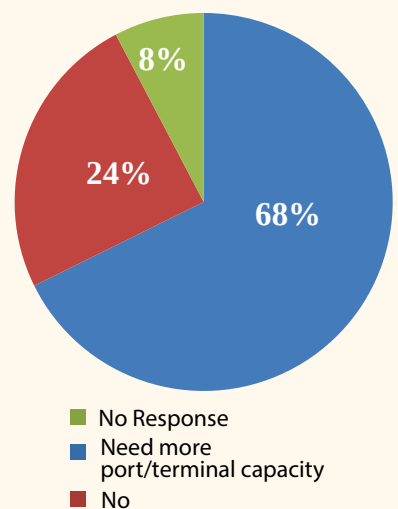
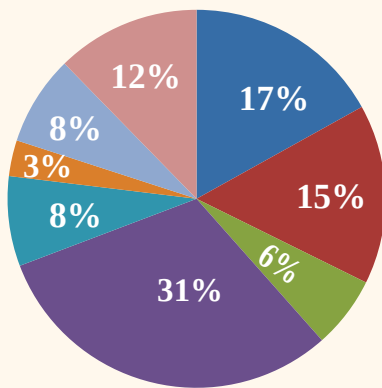


Figure 9: Respondent's perception on the need of more container ports in India

2002-14 to reach 12.3 million teu. However, during the same period the capacity at the Non-Major ports grew at very fast rate of 35 per cent to reach 7.3 million teu in 2014 compared to a meagre 0.2 million teu in 2002. Mundra has emerged as the fastest growing port followed by Pipavav, both located on the upper west coast of India.

India is making a lot of efforts to increase the infrastructure at the ports and trying to bring it at par with some of the other ports around the world. 68 per cent of the respondents think



- No response
- Gateway Terminals India Private Limited
- Adani International Container Terminal - Mundra
- Chennai Container Terminal Pvt Ltd
- Nhava Sheva International Container Terminal Pvt Ltd
- Jawaharlal Nehru Port Container Terminal
- Krishnapatnam Port Container Terminal
- Visakha Container Terminal Pvt. Ltd

Figure 11: Respondent's perception of efficient terminals in India

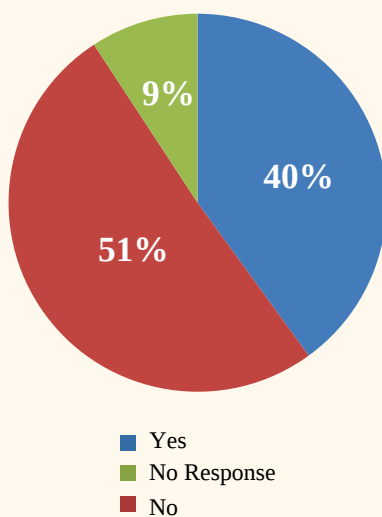


Figure 12: Perception of the respondent's on possibility of any Indian port being evolving as transshipment hub

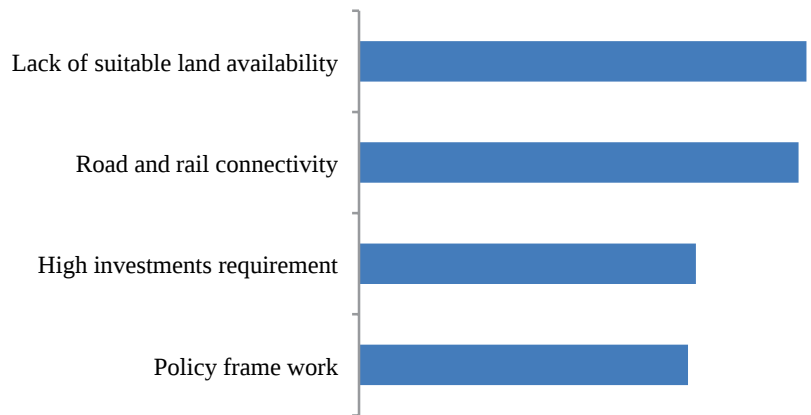


Figure 7: Key challenges faced by ICD/CFS Industry for establishment of new facilities

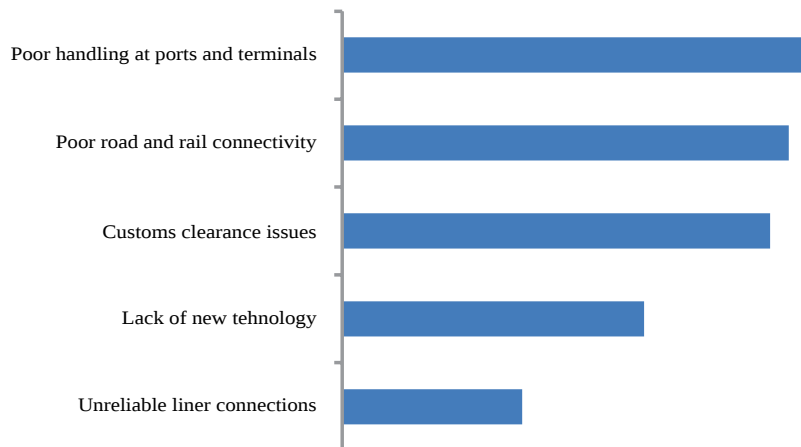


Figure 10: Main reasons for delay in the supply chain of cargo

that it is the right thing to do and India needs more ports and terminals moving forward to match the demands. Only 24 per cent of the people think that we currently have more than what we need.

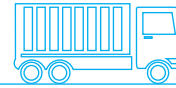
Efficiency and capacity utilisation

Overall container port utilisation levels remained high in India during the period preceding the world economic meltdown. During 2004-08 period, the utilisation levels were above 70 per cent and reached 80 per cent in 2008. Between 2009 and 2012, new capacities were augmented mainly at Mundra and Pipavav. Decline in throughput and rise in supply drastically reduced the overall utilisation of the container ports to 63 per cent in 2009. With the continued capacity addition and moderate growth in throughput, the utilisation levels stood at 60 per cent in 2014.

Traditionally, the ports on the west coast of India have served as the gateway for

India's international trade. Therefore, the utilisation levels for the west coast ports have remained high, especially till the pre-crisis period. On the other hand, utilisation levels at the east coast ports gradually increased and matched the west coast level in 2007.

In terms of operations some terminals are efficient than others and the end users clearly have their favourites. Top of that list is the Adani International Container terminal at Mundra in Gujarat. 31 per cent of the people believe it to be the most efficient terminal in India. Another terminal on the west coast of India, NhavaSheva international container terminal is considered as the second most efficient terminal in India with 17 per cent of the votes. Jawaharlal Nehru Container terminal which is on the same port as Nhava Sheva could only gather 6 per cent of the votes and was on the lower end when it comes to efficiency.



Lowest on the efficiency scale was the Chennai Container Terminal. The east coast terminal got a mere 3 per cent of the votes. Krishnapatnam port container terminal and Visakha container terminal both on the east coast of India could only manage 8 per cent of the votes each. It would be fair to say that the terminals on the west coast enjoy a favourable perception from the port users.

Transshipment hub

Indian Government in the recent times has taken a lot of measures to promote India as a transshipment hub. Two of the steps include relaxation of Cabotage restrictions to International Container Transshipment Terminal (ICTT) in 2012 and exemption of customs and excise duty on specified bunker fuels for Indian flagged vessels in transportation of EXIM goods and empty containers between two ports in India. Despite this, 51 per cent of the people think that India cannot evolve as a transshipment hub even though 40 per cent think that India can achieve this target.

6. Policy

The Government of India is stressing on a greater role for private investors in the port sector. In particular, PPP is being encouraged for greater induction of latest technology and improved management practices at the ports, which is being facilitated by 100 per cent FDI under the automatic route for port development projects. Besides, 100 per cent income tax exemption is also available for 10 years.

Indian Government plans to bring a new orientation to encourage the private players to come forward in developing port facilities and operations. However, with respect to new capacity additions, the progress on the award of public private partnership (PPP) projects at major ports continued to lag the expectations. Public Private Partnership in the sector is expected to be the preferred mode of development of port terminals and other port related commercial activities in the country.

Latest initiative – Sagarmala Project

To make ports in India more competitive the Government of India has launched the Sagarmala project in August 2015. The project is a strategic initiative by the government of India to develop a model

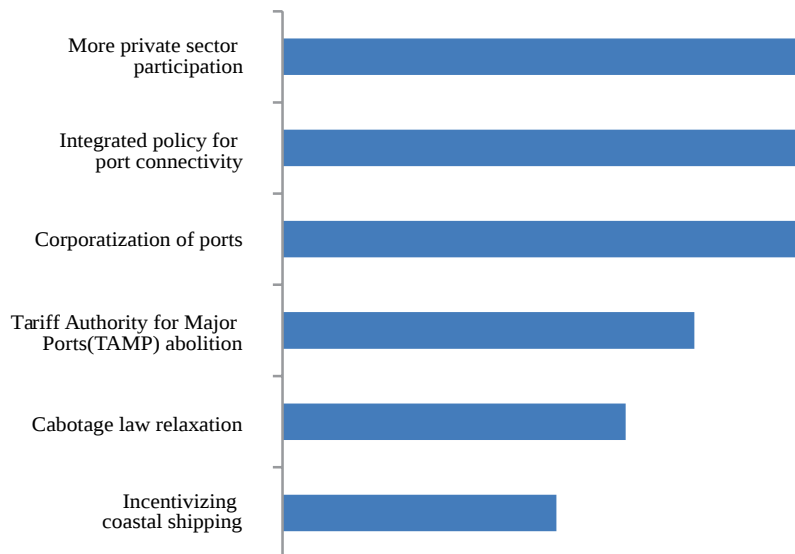


Figure 13: Policy recommendation for India's container market growth

where ~ 7,000 km long Indian coastline will contribute more to the economy.

The main focus of the project is to lead both direct and indirect development by the ports and to provide a mechanism via the infrastructure so that the goods can be transported from and to the ports quickly, efficiently and effectively. For that to happen, the project will develop access to regions with potential and enhanced connectivity via expansion of various modes of transport.

Indian economy stands to gain a lot with increase in EXIM trade. It will also provide significant employment opportunities in the sector and will lead to development of coastal communities and structured urbanisation.

On the infrastructure side India will end up with mega ports that will have enhanced capacities. In addition the whole coastline of the country will be fully integrated with more and better options for river and coastal ports.

The initiative will approach the challenges by mainly focusing on three pillars of development, them being port modernisation, efficient evacuation system and coastal economic development.

A National Perspective Plan (NPP) is

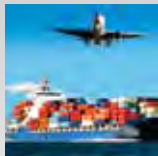
in the process of being drafted that will identify regions that can serve as Coastal Economic Zones (CEZs). The report would ensure that the CEZs work in tandem with planned freight, industrial corridors and other industrial clusters.

A state level Sagarmala committee is also been suggested under the stewardship of Chief Minister/Minister in Charge of Ports and with other members on board. The committee will take on matters decided in National Sagarmala Apex Committee (NSAC). Other things to be done by the state level body would include implementation of individual projects and development of CEZs amongst other things.

A Sagarmala Coordination and Steering Committee (SCSC) is also to be constituted which will review the NPP and other plans and projects. The committee inter alia will also look at financing options available for the projects and the likelihood of Public-Private Partnership in various aspects of the projects.

The Sagarmala initiative will basically provide a platform from where the central, state and local governments can work in coordination to achieve the goals of the project and that being a port led development in India. [img](#)

Software - your invisible asset



iForward - Land, Sea & Air freight forwarding operations software



iDepo - effective reporting solution for Container Depots



iTankdepo - specialized solution for Tank Container Depots.



iTrade - manages global Container Trading operations

index24 - a value added data transfer solution for carriers and asset owners



iMARS - one of its kind software to master MnR process and costs



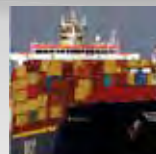
iLM - efficient solution for Liner Operators to track their Container Fleet



iCOMET - a comprehensive Container Freight Station operations software



iNOVA - web based operations management system for NVOCC



I N D I A N C O N T A I

Container Terminal Name	Known as (Short Name)	Operated by	Year of Commission	Draft (m)	Berths	Quay Length (m)	Installed Capacity (TEUs)
APM Terminals Pipavav - Gujarat Pipavav Port Ltd	GPPL	APM Terminals Pipavav - Operating since 2005	2002	15.5	2	735	850,000
Mundra International Container Terminal	MICTPL	DP World	2003	14.5	2	632	1,100,000
Adani Mundra Container Terminal	AMCT	Adani Ports & SEZ Ltd	2007	14.5	2	631	1,250,000
Adani International Container Terminal	AICTPL	Adani Ports & SEZ Ltd and MSC Mediterranean Shipping Company	2012	16.0	2	810	1,500,000
Adani Hazira Container terminal	AHCT	Adani Hazira Port Pvt Ltd	2012	13.0	2	650	1,000,000
Chennai Container Terminal	CCTL	DP World	2001	13.4	4	885	850,000
PSA - Chennai International Terminal	CITPL	PSA Chennai	2009	15.5	3	832	1,500,000
Visakha Container Terminal	VCTPL	United Liner Agencies of India Pvt Ltd and DP World.	2003	16.5	2	450	700,000
Krishnapatnam Port Container Terminal	KPCT	Krishnapatnam Port Company Ltd	2012	13.5	2	650	1,200,000
Kattupalli International Container Terminal India	KICT	L&T Shipbuilding Ltd	2013	13.5	2	710	1,500,000
Jawaharlal Nehru Port Container Terminal	JNPCT	Jawaharlal Nehru Port Trust	1989	14.0	3	680	1,250,000
JNPCT Shallow Drought Terminal	SWB	Jawaharlal Nehru Port Trust	2002	10.0	NA	445	150,000
Nhava Sheva International Container Terminal	NSICT	DP World	1999	13.5	2	600	1,500,000
Nhava Sheva India Gateway Terminal	NSIGT	DP World	2015	13.5	1	330	800,000
APM Terminals Mumbai - Gateway Terminals India	GTIPL	APM Terminals and the Container Corporation of India	2006	14.0	2	712	1,800,000
Bharat Kolkata Container Terminal	BKCT	PSA provides container handling services (O&M) since 2014-KoPT	1979	8.5	5	812	850,000
Haldia International Container Terminal	HICT	United Liner Agencies of India Pvt Ltd operating since 2015	1977	8.5	2	432	800,000
Vallarpadam International Container Transshipment Terminal	ICTT	DP World	2011	14.5	2	600	1,000,000
PSA - SICAL Tuticorin Container Terminal	TCT	Sical and PSA International	1998	10.9	1	370	450,000
Dakshin Bharat Gateway Terminal	DBGT	Dakshin Bharat Gateway Terminal Pvt Ltd	2014	12.8	1	345	750,000
New Mangalore Port - (Containers)	-	New Mangalore Port Trust	NA	NA	NA	NA	NA

U P C O M I N G I N D I A N C

Container Terminal Name	Known as (Short Name)	Operated by	Expected Year of Commission	Draft (m)
Vizhinjam International Container Terminal - Phase I	VISL	Adani Ports & SEZ Ltd	2014 - 20	18.4
Vizhinjam International Container Terminal - Phase II	VISL	Adani Ports & SEZ Ltd	2021- 30	18.4
Vizhinjam International Container Terminal - Phase III	VISL	Adani Ports & SEZ Ltd	2031 - 44	18.4
Indira Container Terminal: Mumbai Offshore Container Terminal - Phase I	(MOCT/ICTPL)	Gammon Group	NA	16.0
Indira Container Terminal: Mumbai Offshore Container Terminal - Phase II	(MOCT/ICTPL)	Gammon Group	NA	16.0
Adani Ennore Container Terminal - Phase I	AECTPL	Adani Group Ltd	2016	18.0
Adani Ennore Container Terminal - Phase II	AECTPL	Adani Group Ltd	2018	18.0
PSA - Kakinada Container Terminal	-	PSA International	2016	13
Bharat Mumbai Container Terminals - JNPT Fourth Terminal - Phase I	BMCTPL	PSA International	2018	16.5
Bharat Mumbai Container Terminals - JNPT Fourth Terminal - Phase II	BMCTPL	PSA International	NA	16.5
Tuna Tekra Mega Container Terminal	-	Kandla Port Trust (Public Private Partnership)	NA	NA
Diamond Harbour Container Terminal	-	Kolkata Port Trust (Public Private Partnership)	NA	NA
JSW Jaigarh Port - Container Terminal	-	JSW Jaigarh Port	2016	NA
Paradip International Cargo Terminal	PICT	United Liner Agencies India Pvt Ltd	NA	16.0
CMA CGM, Mundra Container Terminal	-	Adani Group Ltd and CMA CGM Group	2016	16.5
Adani International Container Terminal - Phase II	AICTPL	Adani Ports & SEZ Ltd and MSC Mediterranean Shipping Company	NA	15.9
Wadhwan Container Terminal	-	Jawaharlal Nehru Port Trust and Maharashtra Maritime Board	NA	20.0
Nargol Port Container Terminal	-	Cargo Motors Pvt Ltd and Israel Ports Co	NA	NA
Visakha Container Terminal - Phase II	VCTPL	United Liner Agencies of India Pvt Ltd	2020	NA

CONTAINER TERMINALS

Berths	Quay Length (m)	Installed Capacity (TEUs)	Yard Area (Hectares)	Total Ground Slots (TGS)	Quay Cranes	Rubber Tyred Gantry Cranes (RTGC)	Rail Mounted Gantry Cranes (RMGC)	Reach Stackers
2	800	900,000	80.0	5,700	8	24	NA	NA
1	400	1,800,000	39.0	3,000	4	12	NA	NA
2	800	3,350,000	77.0	9,500	8	24	NA	NA
NA	700	1,250,000	35.0	4,256	8 Post Panamax	30	3	NA
NA	350	>2,000,000	10.0		4 Post Panamax	12	1	NA
NA	400	800,000	NA	NA	4	12	NA	1
NA	330	600,000	NA	NA	3	9	NA	1
1	300	100,000	5	400	NIL	NIL	NIL	2
3	1000	2,400,000	90.0	NA	12	NA	NA	NA
3	1000	2,400,000	110.0	NA	12	NA	NA	NA
NA	NA	4,200,000	NA	NA	NA	NA	NA	NA
NA	900	1,200,000	NA	NA	NA	NA	NA	NA
NA	1000	NA	NA	NA	NA	NA	NA	NA
1	450	NA	NA	NA	NA	NA	NA	NA
NA	650	1,300,000	27.0	NA	4	12	NA	NA
2	1620	1,500,000	NA	10,000	6	14	NA	3
32	NA	10,000,000	NA	NA	NA	NA	NA	NA
NA	NA	1,200,000	NA	NA	NA	NA	NA	NA
NA	NA	2,000,000	NA	NA	NA	NA	2	NA



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- Strategically located in close proximity to JNPT by road and rail.
- Private freight terminal (PFT) to handle all types of cargoes and containers (domestic and exim) by rail
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- Bonded warehouses
- Designated area for LCL cargoes & Consolidation
- Buffer Yard
- Covered warehouses for cargo storage
- Efficient handling and movement of Out-of Gauge cargoes
- Container Depot for storing and repairing empty containers
- Safe and secure handling of hazardous cargoes
- Lashing, securing, chocking of cargoes carried out.
- Facility for survey, pest control and fumigation, shrink-wrapping, palletizing

NAVKAR CORPORATION LIMITED

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Navkar Corporation Limited (the "Company") is proposing, subject to receipt of requisite approvals, market conditions and other considerations, an initial public offering of its equity shares and has filed a Draft Red Herring Prospectus with the Securities and Exchange Board of India ("SEBI"). The Draft Red Herring Prospectus is available on the website of the SEBI at www.sebi.gov.in and the websites of Axis Capital Limited, Edelweiss Financial Services Limited and SBI Capital Markets Limited at www.axiscapital.co.in, www.edelweissfin.com and www.sbicaps.com, respectively.

Investors should note that investment in equity shares involves a high degree of risk and for details refer to the Draft Red Herring Prospectus, including the section titled "Risk Factors"

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