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CONTAINERS INDIA 2016
"STAY CONFIDENT
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POSITIVE VIBES

2016 Containers India and The Gateway Awards night ended with spirited debates, socialising filled with bonhomie, fun and frolic

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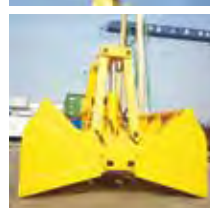
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Powering Ports

When Ministry of Shipping says “me too” and joins the Green Initiative, it does leave one surprised. But be that as it may, the ministry seems quite keen on implementing renewable energy projects at major ports to reduce the burden off the grid and ensure coal is just berthed and not burned.

This move comes on the back of suggestions made by the Boston Consulting Group that surveyed the functioning of ports and suggested they switch to using green fuel to cut back on carbon emissions. The Solar Energy Corporation of India (SECI) has been appointed as the overall project management consultant for these projects. An MoU has been signed in this regard between SECI and the Indian Ports Association (IPA), on behalf of the individual port trusts, to implement the solar energy projects. As part of this activity, installation of grid-connected solar power plants in the following ports is underway. Some areas of work where ports have been asked to step up include acquiring dust suppression system, completion of shortfalls of Oil Spill Response facilities, prohibition of disposal of almost all kinds of garbage at sea, improving the quality of harbour wastes etc.

This installation of solar panels and wind mills will also help in reducing the cost of power purchased significantly and help meet the Renewable Energy Purchase Obligation (RPO) mandating

a certain percentage of renewables into the total energy mix. Currently, installation is almost complete at the Visakhapatnam Port with a 6.25-MW solar power plant already installed at the eastern port premises. Other ports that have lined up investments for the same are Kolkata, New Mangalore, Chidambaranar, Mumbai, Kandla and Kamarajar ports.

A total installation capacity of 90.64 MW for solar power and 70 MW for wind power is envisaged in the next few years. Although private ports are not under the ambit of this initiative, it would do them no harm to embrace green fuel that could help them in cutting costs further and passing on the benefit to the users. Ostensibly, Singapore’s Jurong Port too completed the installation of a 9.5-MW solar power plant becoming the largest port-based solar facility in the world.

Initiatives such as these make ports a part of the India growth story and help conserve the environment around as well. They will perhaps have a befitting reply if an accusing finger points at them for handling dirty cargo!

R Ramprasad
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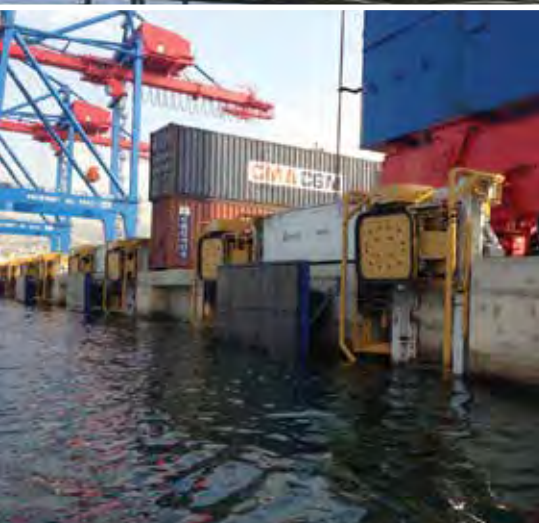


This will help in reducing the cost of power purchased and help meet the RPO mandating a certain percentage of renewables into the total energy mix.





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COVER STORY: CONTAINERS INDIA

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A tale of two events with spirited debates, socializing filled with bonhomie, fun and frolic



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Connecting with the industry

The newsletter connects the shipping, logistics, policy makers and regulators and gives a message to the global community on what India offers them

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45-foot ship to tell story of the American Revolution



Visitors to the birthplace of America can soon climb aboard a life-size revolutionary era privateer ship in the heart of the city's historic district, while stay-

ing firmly planted on land. Builders working with the Museum of the American Revolution in Philadelphia are crafting half of a ship – which at 45 feet can still

impress in scope and scale – to invite visitors to learn a lesser known story of the Revolution through the lesser known 14-year-old James Forten.

The ship will act as one of the museum's primary immersive exhibits, explore maritime involvement in the Revolution and highlight Forten, a free African-American boy who served on a privateer ship and later became a prominent abolitionist and wealthy Philadelphia businessman.

Vakrangee partners with Aramex India

Vakrangee Logistics (VLPL) has announced partnership with Aramex India, a provider of logistics solutions. VLPL thus broadens its offerings to customers in logistics space. The alliance will allow VLPL to offer convenient access to domestic and international courier services at competitive prices to customers in their neighborhood. Vakrangee Kendras will collect and book the courier parcels from customers and will provide payment collections facility for the services.

Anoop Kumar Sharma is the new CMD of SCI



Anoop Kumar Sharma has been

appointed as the new Chairman and Managing Director of Shipping Corporation of India. Earlier he served as the Managing Director of Essar Shipping. Anoop started his career with Shipping Corporation of India in 1978 and had worked with the organisation for more than a decade, sailing on SCI vessels until December 1992 when he came ashore.

Ultratech secures coal linkage



Cement maker Ultratech secured a coal linkage to its cement plants in Chhattisgarh and Maharashtra of 4.09 lakh tonnes.

The company entered a bid for coal linkages and secured 129,000 tonnes of coal at a premium of ₹100 per tonne over a floor price of ₹970 per tonne from the Gevra Road mine, in Maharashtra. It also secured 138,200 tonnes of coal at a premium of ₹124 per tonne over a floor price of ₹970 per tonne from the New Kusmunda mine in Chhattisgarh. Ultratech has already expressed its willingness to participate in future coal linkage auctions.

India planning SEZ in Sittwe

India is planning to set up a SEZ in Sittwe, Myanmar, where it has already built a port. The proposed SEZ will rival Chinese SEZ located 80 km down of strategically located Sittwe. The aim of the SEZ is to help expand India's footprints in South East Asia amid China's plans for massive road and port connectivity projects in the region as part of its One Belt One Road initiative. India has also invited ASEAN countries to participate in the SEZ that will be located in Ponnagyun township, on 1,000 acres, about 37 miles upstream of Sittwe town.

Amazon's centre in Chennai



Amazon launched an urban Fulfilment Centre located at Virugambakkam in Chennai. Offering a storage area of close to 100,000 cubic feet, the FC is spread over an area of close to 50,000 square feet in the heart of Chennai. The urban FC model will further enable Amazon to support deliveries under

its recently launched prime program (one-day or two-day delivery) and offer faster delivery to a wider set of customers during the upcoming festive season. The new Fulfilment Centre has been set up in a Central Warehousing Corporation building.

Ford Figo exports from Sanand

Ford has started shipping the new Figo manufactured at its Sanand plant to Europe. Between the new Figo and the Aspire, the production capacity is 240,000 units at Sanand. The carmaker has invested \$1 billion in the Sanand plant as part of the automaker's goal to triple exports from India in the next five years.

Govt permits basmati rice exports via land custom stations

Government has permitted exports of basmati rice through land custom stations on Indo-Bangladesh and Indo-Nepal border. These exports are subject to registration of quantity with DGFT (Director General of Foreign Trade). Exports of basmati shall not be permitted on the basis of documents against acceptance unless such export is covered either by bank guarantee or ECGC guarantee with effect from October 1.

Online platform for SEZs to raise issues

The government will soon roll out a web-based platform for SEZs to raise their concerns and action taken may be provided by the concerned authority. "The software is already in place, we need to adopt it for our requirement," said Alok V Chaturvedi, Additional Secretary, Department of Commerce. Highlighting the issue of lifting of Minimum Alternative Tax (MAT) and Dividend Distribution Tax (DDT) concerning the SEZ sector, Chaturvedi said, "MAT appears to be unfair for SEZ units and it is not in tune with the government philosophy of stable tax regime, we have taken up the issue with Finance Ministry."

IWAI declares six Goan rivers as National Waterways



Six rivers in Goa including the Mandovi and Zuari rivers have been declared as National Waterways at an interactive meeting organised by Mormugoa Port Trust on behalf of IWAI in Panaji. The port trust will be associated in executing the development works on behalf of IWAI in coordination with the state government. The chairman IWAI, Amitabh Verma, informed that in the first phase, the plan would be for development of Mandovi, Zuari rivers and the Cumbarjua canal. Works to be taken up include dredging wherever necessary, providing navigational aids and construction/repair of jetties.

Expanding national highways

The government plans to widen national highways across the country in the next 4-5 years. The road transport ministry presented before PM Narendra Modi its ambitious plan to expand 16,000 km of national highways into six lanes and another 14,000 km to four lanes. About two dozen projects of six-laning would require an expenditure of at least ₹2.5 lakh crore, which will be mobilised through a mix of 100 per cent government funding or through public private partnerships. The proposal has been prepared to improve the average speed of vehicles transporting cargo.

Maruti saves ₹4,000 per car using inland waterways

The journey of 34 cars of Maruti Suzuki transported in barges along river Ganga from Varanasi to Haldia, covering a distance of 1,620 kilometres in six days, would transform the way cars are transported across the country, and its real impact could be seen in the cost of logistics. "Maruti Suzuki stands to save ₹4,000 in logistics cost on each car transported through waterways along this route in future," said Amitabh Verma, Chairman, IWAI. After Maruti, Honda has also evinced interest in using inland waterways. A typical road trailer carries six cars. In comparison, a river vessel can carry 150, at best 300 if it's a double decker. So, a large vessel can easily replace 50 trailers on the road.

Cochin Port Trust introduces online berthing facility

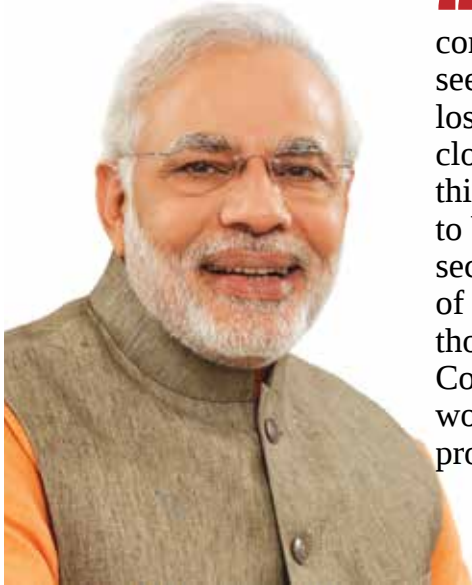
Cochin Port Trust (CPT) has introduced online berthing facility for vessels under instructions from the Union Ministry of Shipping. The trial on the facility has been successfully completed. It was started on July



20 and is now available at all berths in the port. The era of berth meetings at the port offices has now come to an end and berths would from now on be allotted on the basis of online applications in the electronic mode. The port has also commissioned a new heavy duty reach stacker with a maximum capacity of 45 tonnes.

Government may have to amend SEZ Act to align it with GST

The government may have to amend the SEZ Act 2005 to align it with the GST law so that central excise and service tax benefits can be extended to developers and entrepreneurs. The Commerce Ministry is in the process of preparing a note on the changes required in the SEZ Act. The duty drawback norms, under which exporter is compensated for duties suffered during the course of production of goods, too would be required to be aligned with the new indirect tax regime. Section 26 of the SEZ Act has to be amended to align it with the GST law.



“Public sector companies were always seen as ones that make losses and eventually close down. We changed this mindset. We managed to bring several public sector companies out of the woods. No one thought that Shipping Corporation of India would be able to make profit, but it is.”

– Narendra Modi
Prime Minister of India

“Coastal shipping is facing stiff competition from road and rail due to infra improvement and proactive policy of railways. There has been a volume-wise growth in coastal mode, its share in the overall cargo remains the same.”

– Capt Sunil Thapar
CEO - Shipping Services
Allcargo Logistics Limited



“India remains committed in its support for implementation of the master plan on ASEAN connectivity. We are working assiduously to explore the extension of India-Myanmar-Thailand Trilateral Highway into Lao PDR, Cambodia and Vietnam.”

– V K Singh
Minister of State for External
Affairs.



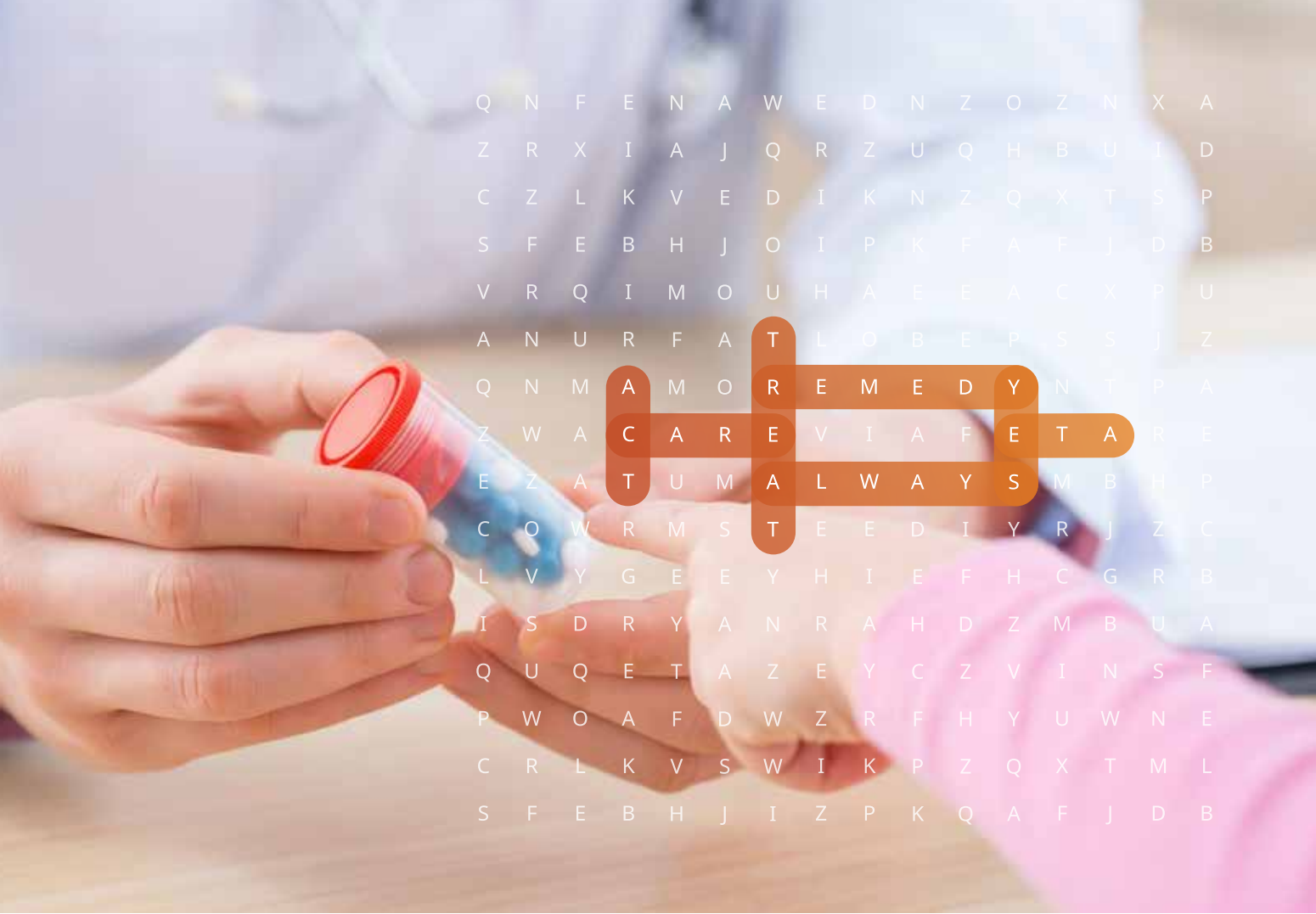
“Implementation of GST will be positive for the ports and logistics sector. It will lead to a realignment of warehousing and supply chain requirements of companies. This should lead to increased demand for ICDs, CFSs, Multimodal logistics parks and container trains.”

– K Ravichandran
Senior VP, Co-Head,
Corporate Sector Ratings, ICRA.



“If the Indian ports are free of government control then it could bring down the overall handling cost enabling them to compete effectively in the global market”

– Julian Michael Bevis
Senior Director, Group Relations, South
Asia of A.P.Moller-Maersk.



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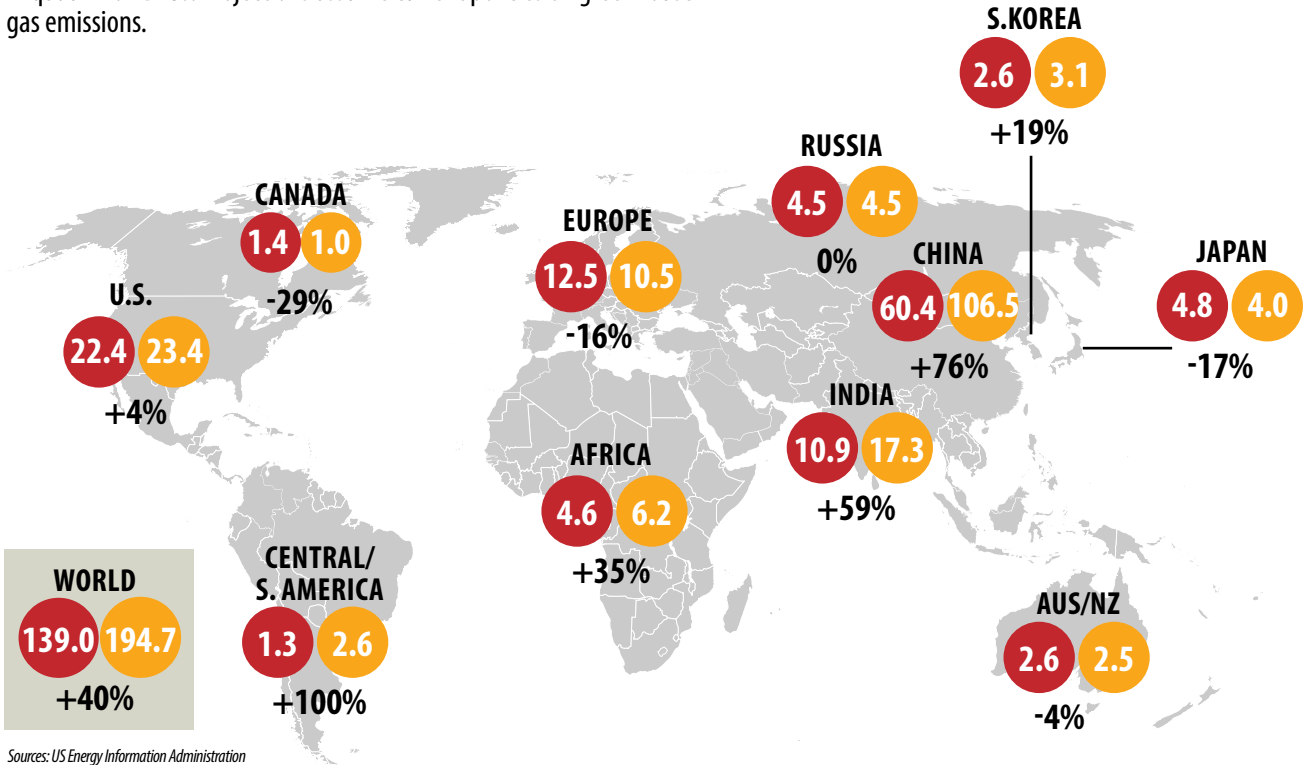
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GLOBAL COAL CONSUMPTION 2008 vs 2030

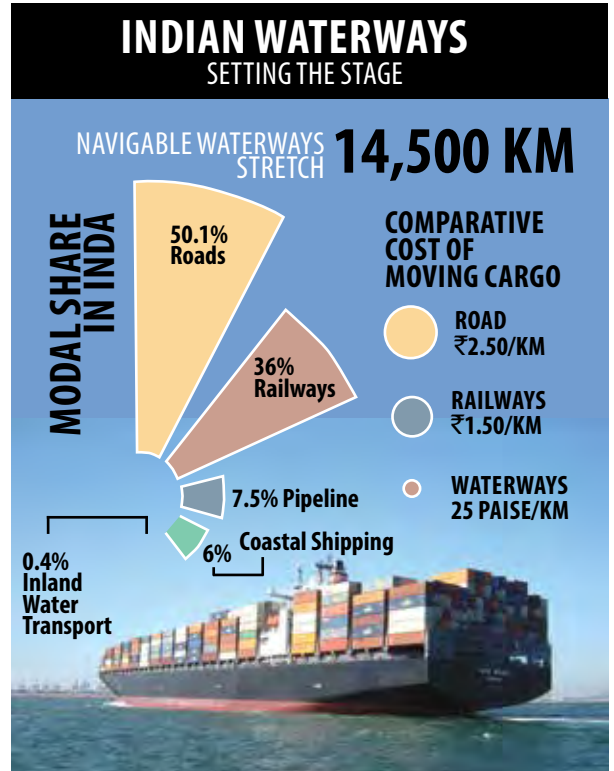
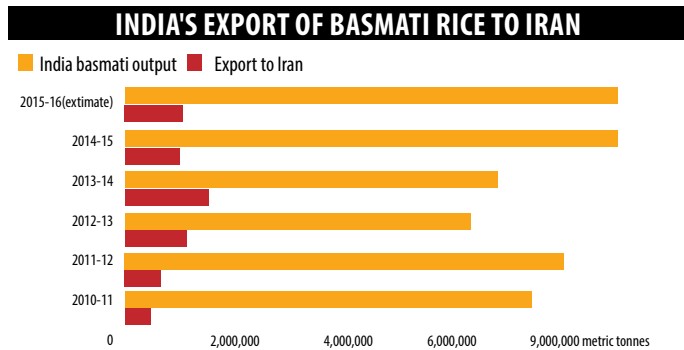
In quadrillion BTUs. Projections assume current policies on greenhouse gas emissions.



FORD INDIA'S EXPORT PERFORMANCE

FISCAL	UNITS	YOY GROWTH
2011-12	25,616	110.74%
2012-13	39,316	14.62%
2013-14	48,088	64.03%
2014-15	81,703	69.84%
2015-16	1,10,840	35.86%
2016-17*	52,389	83.96%

*Current fiscal export percentage





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- AVAILABILITY OF DRY DOCK FACILITIES
- COMPUTERISED SERVICES HAVING EDI AND PORT CONNECTIVITY SYSTEM
- EQUIPPED WITH VESSEL TRAFFIC MANAGEMENT SYSTEM (VTMS)
- 76.38 MILLION TONNES OF CARGO HANDLED DURING THE YEAR 2015-16
- THE CARGO HANDLING CAPACITY OF THE PORT WILL REACH 325 MILLION METRIC TONNES BY 2020.



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PORTS

Bid rush for Haldia terminal

The proposed inland waterways terminal at Haldia has received a strong response from the private sector, with six of India's top infrastructure companies including L&T, Reliance Infra, Shapoorji Pallonji Group company Afcons, Gammon India, Simplex and Thai company ITD Cementation bidding for the ₹465-crore contract. The contract will be awarded by September. The selected bidder has to build the terminal, multiple jetties and handling equipment.

GENMA keeping busy



Recently, 2 units of GHC100 have been shipped from GENMA, a material handling solution provider in China, to Myanmar Industrial Port (MIP). These units will be mainly used for container handling. Bulk and break-bulk cargo handling can also be operated with these equipment. The maximum capacity and operating radius of GHC100 is 100t and 48m. Besides this, the anti-sway control technology, storm-proof design and lower-down ability of the tower can further guarantee the safe and efficient operation, especially appropriate for the local environment. The 2 units of GHC100 will help to promote nearly 20 per cent operation capacity.

AP removes incentives for edible oil refiners at ports

Andhra Pradesh, which is home to one-fourth of the country's port-based edible oil refining capacity, has decided to do away with tax incentives for new units as excess capacity stifled the existing units. In the newly formed state, edible oil refining units were eligible for a reimbursement of VAT at 2.5 per cent for big units 3.75 per cent for medium size units and 5 per cent for smaller units under the Industrial Policy 2015-2020. Encouraged by the tax incentives, units with a total refining capacity of 4 million tonnes have come up in Andhra Pradesh at the ports of Krishnapatnam and Kakinada in a short span of time. For an industry that operates on a thin 1-2 per cent margin, tax incentives make a huge difference.

JNPT: Liner fees negates import programme



JNPT shippers are claiming that container line charges are eroding the benefits of direct port delivery service, which include processing applications for client pre-approval, handling advance cargo manifest data and Customs duty payment.

The DPD service is meant to lower logistic cost by reducing demurrage

and storage fee by speeding customs clearance, but extra liner fee for clearing and transporting DPD cargo have negated any benefits, shippers say. The federation of manufacturers association, representing the shippers has lodged a complaint regarding these extra charges with the JNPT authorities.

Mumbai Port sets new record in RO-RO cargo



Mumbai Port has set a new record by shipping 6,316 cars on a single cargo vessel on its new berth "OCT-2." "This is a quantum jump over the previous record of shipment of 5,376 cars," the Shipping Ministry said in a statement. "The ship *M.V. HOEGH ST PETERSBERG* berthed on August 6, 2016 and sailed on August 9, 2016 carrying 3,115 cars of General Motors and 3,093 cars of Volkswagen, exported mostly to Mexico."

Port of Hamburg throughput down

At 70.2 million tonnes, in the first half total seaborne cargo throughput, which includes the general and bulk cargo segments, was slightly – 0.9 per cent – down on the previous year. In the first six months of 2016 containerized cargo handling totalled 4.5 million teu – 20-ft standard containers – corresponding to a downturn of 1.2 per cent. "Seaborne cargo throughput in the Port of Hamburg in the first half

of the year may have been slightly lower, but the trend was noticeably more stable. With an advance of 1.9 per cent by comparison with the preceding three months, the second quarter of 2016 already signalled a discernible upward trend," said Axel Mattern, joint CEO of Port of Hamburg Marketing. This positive trend is also demonstrated by a comparison of the second quarters of 2016 and 2015, which reveals growth of 0.7 per cent. The trend on seaport-hinterland traffic by rail is also very gratifying. Mattern: "We have established that in the first half of 2016, the quantity of freight transported ecologically by rail reached 23.8 million tonnes, representing a real increase advance of 3.9 per cent. Hamburg is further extending its position as the largest rail port in Europe."

JNPT proceeds with phase-two of dredging



JNPT has launched phase two of ₹2,029 crore dredging project by awarding a project management contract to Tata Consultancy Engineering. The project involves deepening the port's 21-mile fairway to 15 metres that will allow accepting ships of more than 12,500 teu. The work is scheduled to be completed within two years of selecting a contractor. The dredging will help in handling bigger vessels and increase future container traffic.

Paradip Port cargo volume looks up



Among the five major ports on the east coast Paradip Port topped the list with 28.65 million tonnes of cargo for the first four months, followed by Chennai Port 17.42 million tonnes, V.O.C Port 13.07 million tonnes, Krishnapatnam Port 11.57 million tonnes and Kamarajar Port close to 9 million tonnes. The five ports have collectively handled about 80 million tonnes of cargo during the first four months of the current fiscal year, fuelled by imports of coal and petroleum, oil and lubricant (POL) products. Paradip Port handled a record throughput of 8.06 MMT in a single month of July 2016, surpassing the earlier highest record handling of 7.61 MMT cargo in the month of March, 2016.

Major ports seek Singapore's expertise



Visakhapatnam Port Trust, which is on a massive modernisation drive to increase its capacity from 85 to 125 million tonnes in next couple of years, and other major ports in India have sought investments from Singapore.

The team led by Indian Ports Association Chairman Sanjay Bhatia along with VPT Deputy Chairman P L Haranadh and top officials from the JNPT, Kandla and other ports during their recent tour of Singapore studied their facilities for container, bunkering and transshipment to explore areas of mutual interest for collaboration. This was a follow-up of agreements signed at the first India Maritime Summit. Investors in Singapore were apprised of the facilities available in the ports in India and areas where investments could be made to upgrade the facilities.

IPA has willingness to seek the help of Singapore for upgrading port connectivity system with higher version of software to ensure seamless connectivity with Customs, railways and other stakeholders. Another important milestone was to seek consultancy on bunkering as Maritime and Port Authority of Singapore was well-known for its expertise in bunkering.

JNPT July performance update



For July 2016, JN Port handled 3,81,558 teu and JNPCT, port-owned container terminal, handled 1,27,282 teu. On year to year comparison, JNPort recorded growth of 1.25 per cent and JNPCT recorded 16.59 per cent growth over last year.

The pre-berthing waiting time at JNPCT for July reduced to 0.05 days as compared to 0.16 days in last year and the gross berth productivity increased to 69.59 moves/hr in comparison to 64.98 moves/hr recorded in last financial year. The average import dwell time at JNPCT has come down to 15.84 hours for July, which is significantly less than the global benchmark of 36 hours.

The Inter Terminal transfer of Tractor Trailers achieved highest monthly transfer in the month of July, since the start of this initiative. Total of 21,581 trucks availed this facility completing 27,134 transactions. With this initiative, trade has benefited in saving of at least 7.5 km road movement per trip by completing two commercial transactions in one trip leading to faster turnaround time along with reduced fuel consumption and pollution in and around the port area.

EXIM

India to push mango exports



India is in talks with different countries including Australia and South Africa to boost export of mangoes. Although some varieties of mangoes from northern India are already being exported to Australia, authorities concerned are pursued to consider other varieties

as well, said Commerce and Industry Minister, Nirmala Sitharaman. To get access into Chinese market, India has already submitted priority list for market access of five fruits and vegetables to AQSIQ, China.

Indias export of agri and allied products during April- February 2016 declined to ₹1.43 lakh crore from ₹1.68 lakh crore in the same period previous year. "The primary reasons for decline are low commodity prices in the international market, shrinking of global demand, high domestic prices as compared to the international prices, which have made our exports uncompetitive, unfavourable currency rate movements as compared to the competing countries," she said.

Hyundai India exports over 2 million cars

Hyundai recently accomplished export of 2 million cars from Chennai Port and received a cheque of ₹19.69 crore from the port trust as a refund of wharfage charges for the 2015-16 financial year. Hyundai has been exporting cars from the port since 2006 and has received a total wharfage refund of ₹165 crore. This also marks the completion of a decade long partnership between the car maker and the port trust. Between the year 2000 and 2006, Hyundai had exported 3 lakh cars from the port and later on a treaty was signed between both the parties in 2006. To promote Ro-Ro coastal shipping, Hyundai has shipped about 800 cars from Chennai Port to Pipavav Port. Hyundai Motors India Ltd currently exports passenger cars to 92 countries across Africa, Middle East and Latin America.

New complex on India-Bangladesh border to boost trade

A multipurpose Integrated Development Complex (IDC), to be funded by the Union Commerce Ministry, will be set up in Tripura to boost trade with Bangladesh. The IDC will come up at a cost of ₹12.62 crore at the Manu Land Custom Station (LCS) near Sylhet division in Bangladesh. This will be the second IDC along Tripura's border with Bangladesh. Tripura has eight Land Custom Stations along the India-Bangladesh border. The IDC, to be built on six acres of land, is a miniature of the Integrated Checkpost built by India along Bangladesh and Myanmar border to boost trade and business. The IDCs would have all basic modern facilities like customs, immigration, banking with currency exchange facility, warehouse and public utility services.

Coal exports to help lower trade deficit



India is set to export coal for the first time, shipping 2-3 million tonnes (mt) of the fuel to Bangladesh, as domestic stocks swell following a record output. Coal India Ltd raised output by 8.5 per cent in 2015-16 to 536 mt, which helped bring down imports by 34 mt. By the end of March, coal stock available with power generation companies also rose to the

equivalent of 27 days' requirement, up from 18 days a year ago.

"Talks are on with Bangladesh for export of coal. Now, they are importing from Indonesia. Export of coal will help as far as our trade deficit in energy is concerned," Anil Swarup, secretary, Ministry of coal said. While the quantum of exports is yet to be finalised, 2-3 mt a year will make a good beginning, he added.

India overtakes China in oil trade



India's crude oil imports are projected to expand by 11 per cent in 2016 compared to average annual growth of less than 2 per cent in 2014 and 2015. As domestic demand grows, India is taking steps to secure its hydrocarbon future by building closer ties with countries like Saudi Arabia, Iraq, Venezuela, Nigeria, and Iran. It is also looking to develop its own oil production industry by inviting greater foreign investment, while it has undertaken an ambitious refinery building and expansion programme over the last few years with a number of large-scale projects still in the pipeline. Recent refinery capacity additions: in 2014 Mangalore Refinery added 106,000 b/d; in 2015 Paradip Refinery added 180,000 b/d; in 2016 Kochi Refinery added 120,000 b/d.

SHIPPING

Cochin shipyard plans it big



The Cochin shipyard Ltd has plans to develop a major hub of LNG-based shipbuilding and repair facility that would generate about 3,000 jobs in the State of Kerala. According to Madhu S Nair, Chairman and Managing Director of Cochin Shipyard Ltd, the shipyard is keenly looking forward to transforming into a viable ship repair centre.

CSL has recently signed an MoU with the government of India for the financial year 2016-17, which will enable it to pursue two major expansion projects involving total investment of ₹2,800 crore. The projects include an international ship repair facility based on a 6,000-tonne ship lift and allied transfer facilities to be set up in 42 acres of land leased from Cochin Port Trust.

IWAI to popularise NW-I

Inland Waterways Authority of India (IWAI) has drawn up plans to popularise a part of the National Waterways I (NW1) stretching from Varanasi to Haldia by setting up multi-modal terminals along the route. Chairman of IWAI, Amitabh Verma said three terminals would come up in Varanasi at a cost of ₹169

crore, one at Sahebganj in Jharkhand (₹300 crore) and Haldia (₹500 crore).

Also a new navigation lock gate would be set up in the feeder canal near Farakka in West Bengal at a cost of ₹380 crore. During 2015-16, only 5.6 million tonnes were carried along the Varanasi-Haldia segment, he said.

To make the corridor more popular, IWAI also held a stakeholders conference along with the World Bank which was financing 50 per cent of the total project cost. IWAI also had plans to operate 40 ferry services to passengers along the corridor.

The water corridor would also provide a link to the proposed Dedicated Freight Corridor between Dankuni and Ludhiana. Plans are also there to use the Indo-Bangladesh Protocol Route through Ashuganj round the year, he added.

KoPT to lease out prime land

Kolkata Port Trust plans to lease out nearly 420 acres of prime property in the city for use as residential townships. The proposal is expected to be cleared by the Union Cabinet in the next 2-3 months, after which bids will be invited. We will offer the properties on lease for up to 99 years to make the deal more attractive to developers. "Through this we wish to strengthen our pension fund," KoPT Chairman, M T Krishna Babu said.

The plots identified are the Portland Park Quarters Complex, Chetla Quarters including Boat Canal and Durgapur Siding, Remount Road Quarters Complex, Taratala Labour Colony.

Avashya Foundation meets partner NGOs



Allcargo Logistics' NGO, Avashya Foundation, recently hosted a meeting

with the representatives of its partner NGOs. The objective of the meeting was to deliberate on various CSR initiatives undertaken by the NGOs, understand the current status and impact of CSR initiatives. Shashi Kiran Shetty, Founder and Chairman, and Arathi Shetty, Chairperson, CSR Committee, Allcargo Logistics presided over the meeting. Representatives of 19 NGOs from Maharashtra and Tamil Nadu were present for the meeting.

Allcargo Logistics and Avashya Foundation have partnered with these NGOs in order to bring sustainable positive change in the life of underprivileged section of the society at the grassroots level and consequently contributing towards nation building. Partner organisations have played a vital role in shaping and impacting over 1,29,000 households in last three years.

Centre okays 2 new national highways

The Centre has given approval for giving status of national highways to Gurgaon-Pataudi-Rewari road and Patiala-Pehowa-Kurukshetra-Ladwa-Yamuna Nagar road. The Ministry of Shipping has decided to provide financial aid of ₹100 crore through central road fund to the state government.

Centre to establish 42 mega food parks

With an aim to add value to their produce and preserve food items, the Central government will establish 42 mega food parks with cluster-based approach in a phased manner. It will also help to prevent wastage and damage, especially of perishable items. Minister of Food Processing Industries Harimrat Kaur Badal revealed that the ministry had invited proposals from the potential investors to setup six mega food parks in the country by September 15 and priority will be accorded to the uncovered states. The main objective of this scheme was to provide modern infrastructure facilities for the food processing along the value chain from the farm to the market which would include creation of processing infrastructure near the farm, transportation, logistics and centralised processing centers.

Snapdeal opens 6 logistics hubs



Snapdeal has set up six mega logistics hubs across Delhi-NCR and other cities to strengthen its warehousing and delivery operations. The new centres, 3 in Delhi-NCR and one each in Lucknow, Hyderabad and Kolkata, will allow Snapdeal to deliver products faster. With a total of 1 million

sq ft warehousing space, these centres are designed as integrated facilities that combine warehousing, quality control and transportation to aid sellers. They are owned by Vulcan Express, a 100 per cent owned subsidiary of Snapdeal. All processes – from receipt of stocks, quality inspection, preparation for dispatch and return handling – would be available to sellers under one roof. This will reduce costs for sellers and offer them better visibility and control of their stocks.

Snowman EBITDA increases

Snowman Logistics Limited announced the results of the quarter ended June 30, 2016. During the quarter, Snowman recorded sales of ₹49.66 crore as against ₹59.20 crore during the corresponding period last year. While EBITDA increased by 20.4 per cent to ₹14.75 crore as compared to ₹12.25 crore, PAT decreased to ₹1.79 crore from ₹5.46 crore in the same period of the previous year.

The drop in revenue is a result of Snowman's decision to focus on its core business - temperature controlled warehousing. During the quarter, it exited the loss making food services business and reduced the exposure to long distance road transportation. This has led to a reduction in the fleet size of the company; however it has also led to an improvement in the Company's EBITDA margins to 29.7 per cent in this quarter from 20.7 per cent in the same quarter last year. PAT has reduced due to a higher incidence of depreciation which increased by ₹3.18 crore and interest which increased by ₹1.79 crore

SEBI for stricter warehouse regulations



SEBI is set to finalise stricter regulations for warehouses that are recognised by commodity exchanges, especially storing goods meant for selling on the exchange platforms. This will be very significant for trading in agri commodities. SEBI has asked Commodity Derivative Advisory Committee to give its views.

Currently, warehouse service providers are recognised by the exchanges, but now their networth is being increased to ₹50 crore and separate recognition is required from single warehouse of the recognised service provider. A proposal is also being discussed to keep networth in sync with goods stored. Each delivery center in each commodity shall have atleast one exchange recognised warehouse.

Punjab gets new warehouses

The Punjab Government has set up scientifically designed three regional warehouses at Amritsar, Bathinda and Kharar. Bathinda warehouse is now equipped with ultra-modern facilities, including the online inventory management system. These warehouses have been established at a cost of ₹376.39 lakh and have been specially designed to keep stocked medicines protected.

MMLP in Kerala



New MMLP is being setup in Kerala. The park is being set up under the Logistics Efficiency Enhancement Programme (LEEP) of the Ministry of Road Transport and Highways. Kerala figures in the list of 11 states to have multimodal logistics parks, at a cost of ₹32,853 crore, outside urban agglomeration, as part of the aim to improve logistics efficiency and to reduce logistic costs, pollution from automobiles and congestion in the key cities.

Of the total cost, ₹10,665 crore is for acquisition of 4,816 acres, ₹10,359 crore for development of storage areas, and ₹11,828 crore for creating allied infrastructure. The 15 cities, including Kochi, have been selected on the basis of the highest freight movement (40 per cent of the total freight movement in the country) in Phase I.

₹284 crore infra underutilised at IWAI: CAG

Infrastructure created at a cost of ₹284 crore for the National Waterways 1, 2 and 3 has remained underutilised, CAG reported as it reviewed the status of utilisation of infrastructure facilities of Inland Waterways. The National Waterways 3 in Kerala could not be fully navigable even after 23 years despite huge expenditure of ₹95.43

crore on infrastructure. In the NW 2 in Assam, there has been underutilisation of low and high level jetties at Pandu.

The cargo movement from both the jetties together during 2010-15 was only 314 MT which indicates that the infrastructure created at a cost of ₹81.76 crore remained substantially underutilised in the absence of cargo movement.

BP to increase gas production from KG basin



BP Plc is working with its partner Reliance Industries Ltd to increase natural gas production from the deepwater D6 block in the Krishna Godavari basin as much as fourfold by 2022. The companies aim to produce 30 million to 35 million metric standard cubic metres a day of gas from the block on India's east coast after they develop three new fields, Sashi Mukundan, head of BP's India unit, said. Gas production from KG-D6 averaged about 8.7 million cubic metres a day in the April to June quarter. The companies are preparing to restart work in four offshore oil and gas blocks as they seek to revive development activity stalled for seven years by disputes with the government.

CIM Tools bags Boeing deal for titanium parts

Boeing has awarded a contract to Bengaluru-based CIM Tools Private to manufacture complex titanium machined parts and aluminum assemblies for the 787 Dreamliner and 737 airplanes. Under the contract, CIM Tools will supply over 57,000 complex titanium machined parts, aluminum details and assemblies for the airplanes in coming years. The deal is in line with Boeing's strategy in India to develop an indigenous aerospace and defense ecosystem to further support the 'Make in India' initiative. CIM Tools Private has acquired 4-acres of land at SEZ near Bengaluru Airport. It is building a new manufacturing facility spread over 150,000 square feet of area to meet Boeing's requirements.

CIDCO to set up a major logistics hub at JNPT



The City and Industrial Development Corporation (CIDCO) is mulling setting up a logistics hub in the periphery of the JNPT Port as the neighbourhood has witnessed unplanned expansion in activities that would result in massive traffic congestion in Navi Mumbai. The newly planned hub would be set up on a 414 hectare area in the Jawaharlal Nehru Port Trust

Influence Area (JNPTIA). The new hub would consist of 64 CFS and warehouses. At present, an economic feasibility report is being prepared by CIDCO for acquiring the land for setting up the logistics hub.

A CIDCO official said, "The 414 hectare land for the hub would be surrounding three villages of Chirle, Belondkhar and Jasai near JNPTIA. It is a tentative location and the economic feasibility report is awaited."

Logistics sector could save \$200 billion annually post GST



Logistics sector, which accounts for nearly 14 per cent of the GDP, could see savings to the tune of \$200 billion annually on implementation of GST, which will ensure faster movement of goods and less idle hours, say experts. With GST, many taxation procedures will come down, nearly halving the cost of inventory as customers will not need to pile up stocks in different warehouses.

"For a \$2-3 trillion economy, this could mean a potential of \$200 billion wasteful inventory spent being available to deploy in productive value creation and further propelling the economy's growth," said Deepak Garg, founder, Rivigo. Delays at toll plazas and extra fuel consumption result in annual loss of over ₹1 lakh crore.



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Sri Lanka looking for partner to develop East Container Terminal

The Sri Lanka Port Authority (SLPA) is looking for a foreign investor with about \$400 million to complete the half-built East Container Terminal at the Colombo port. Detailing on the investor requirements, Shipping Minister, Arjuna Ranatunga said, "We are looking for an investor who should come in with a shipping operator from India, Pakistan or Bangladesh. The investor should partner a shipping line that could guarantee additional traffic of one million containers through the port of Colombo, which currently handles over five million containers a year." Sri Lanka is keen to involve a company from the Indian subcontinent because about 75 per cent of container traffic through Colombo is transshipment cargo from the region.

Terminals not mandated to re-verify weighed cargo containers

The Director General of Shipping has urged container terminals to abstain from re-verifying the weight of already weighed cargo containers before they are loaded on to a ship. While exporters have been submitting the VGM certificates, the containers are compulsorily re-weighed at the terminal at extra cost to the shippers. Some terminals are levying additional charges for variance in the weight declared by the shippers even though the weight

of the containers remain within the permissible limits, the directorate general of shipping said.

The guidelines framed by the directorate general of shipping to implement the IMO-mandated rule in India, at no stage encourage such additional weighing of containers by terminals with the attendant imposition of costs on shippers.

Govt waives penal interest on loans of Cochin Port



The Cabinet Committee on Economic Affairs, chaired by Prime Minister Narendra Modi, has given its approval for waiver of penal interest on government loans worth ₹897.23 crore availed by Cochin Port Trust. The Cochin Port Trust availed loans for various developmental activities from Government of India amounting to ₹168.15 crore between 1936-37 and 1994-95. Non-repayment of these loans has attracted penal interest to the tune of ₹914.80 crore. The port could not repay the loans since the projected revenue from the capital investment done was not sufficient to cover the interest component. Other measures taken by the port to improve financial conditions include ban on recruitments and stoppage of vehicle purchases.

Allcargo announces JV with CCI Logistics

Allcargo Logistics and ECU Worldwide announced a joint venture with CCI Logistics for consolidation of its contract business. As per the agreement, Allcargo will hold 62 per cent and CCI promoters will hold 38 per cent share in the company.

The new entity, Avvashya CCI Logistics Pvt Ltd will aim to create business synergies by taking the strengths of all the portfolios to make an enterprise that will stand out as a powerhouse in integrated logistics business specializing in end to end logistics, contract logistics and supply chain management. The company said the combined entity will help to create technology-enabled solutions value offering to the customers with over 1.5 million sq ft of operating warehousing space across more than 20 strategic locations in India.

Muktyala waterway works to begin soon



The Andhra Pradesh state government will invite bids for works on the Muktyala-Chamaru (30 km) stretch and Chamaru-Hari Chandra Puram (38 km) stretch soon. The tenders will be awarded for works amounting to ₹69.76 crore. The Government of India has agreed to bear the cost of

land acquisition to the tune of ₹500 crore. The project is a part of first phase of NW-4 from Kakinada to Puducherry with linking of Krishna and Godavari rivers. IWAI is developing the project at an approximate cost of ₹3,200 crore, and has agreed to meet the cost of dredging, modification of cross structures apart from land acquisition for terminals. IWAI has entered into an agreement with the state government for formation of SPV for the development of NW-4. The government will have 49 per cent equity in the SPV.

Expect greater flexibility in port concession pacts



The shipping ministry is mulling over extending the concession period for port contracts to deal with cargo volatilities and balance risks better as it seeks to shore up investor sentiment. The new model concession agreement for port contracts at major ports, will allow private developers to extend the concession period (typically stretching 30 years) if the traffic demand is lower than forecast due to regulatory changes.

Henceforth, if the actual average traffic for 15 years from start of commercial operations falls short of the target traffic by more than 20 per cent, then for every slab of 2 per cent shortfall above the threshold of 20 per cent, the concession period shall be increased by one year.

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.

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JSW Jaigarh Port (JSWJPL), part of JSW Infrastructure Limited, is a seaport providing world class services and benchmarking maritime excellence. JSWJPL has the ability to benchmark the services to international standards.

JSWJPL is the greenfield, multi commodity, environment conscious port on the western coast of Maharashtra with higher depths and state of art material handling systems. Jaigarh Port was constructed in record 20 months and commenced operations in August 2009. Since then there has been no looking back in terms of operational excellence and infrastructure development.

JSWJPL has successfully handled 36.89 million tonnes of cargo since its inception in 2009.

The existing capacity of 15 MTPA is being increased to 80 MTPA by year 2020 by creating enhanced handling capabilities through MHS, planned stockyards, warehouses and connectivity.

JSWJPL has achieved a CAGR of 29.48 per cent on operating revenue and corresponding EBIDTA of 57.26 per cent over previous year. JSWJPL aims at exceeding ₹290.01 crore EBIDTA in current fiscal by targeting growth of approximately 54.64 per cent.





JSWJPL commenced direct berthing of cape vessels in April 2015 and aims for handling next generation vessels i.e. the Vale Max, Q-Max, VLCCs and EEE Series.

Projects completed

- Berth 1 for mechanised handling of bulk cargo using 2x2000 TPH ship unloaders through covered conveying system.
- Berth 2 for bulk cargo using 2x1000 TPH mobile harbour cranes.
- Berth 6A for loading MBCs and Handymax vessels using mobile ship loader and vessel gears respectively.
- Berth 3A for bulk cargo using 2x1200 TPH mobile harbour cranes.
- Liquid Tank farm – 06 Nos. of total 40,000 MT capacity, which is currently used for storage and export of Molasses. The tanks are constructed at a level difference which facilitates loading of vessel through gravity.
- Covered warehouses – 06 nos. of total 45400 Sq.M. area for storage of break bulk and agro commodities.
- A landmark facility, Covered Coal Shed of 104m (w) x 440m (l) and 45m (h) with stacker reclaimer and mechanised cargo handling system has been created for storage of 350,000 tonnes of coal.
- Dedicated truck terminal with all facilities which can cater to 500 vehicles at any given time.

Projects under implementation

- 2x3250 TPH ship unloaders at berth 3A

- 4x1500 TPH barge/ship loaders at berth 6A
- 2 Nos. stacker reclaimers with capacity of 6000 tonne stacking and 3000 tonne reclaiming capacity.
- Conveyor system of 4035m horizontal length for stacking / reclaiming of cargo. The stockyard capacity is planned for 1 million tonne of cargo comprising of iron ore, coking coal, limestone, etc.
- Construction of berth 3B and 4A for handling Cape, Vale max, RoRo and container vessels.
- Construction of 2x7500 tonne capacity edible oil storage facility.
- Construction of 145m (w) x 300m (l) x 40m (h) covered shed for storage of 500,000 tonnes of iron ore and coking coal.
- A fleet of 8000DWT mini bulk carriers being inducted for exclusive movement of group cargo from Jaigarh to Dolvi.
- 2 Nos. 65T ASD tugs being constructed at Kowa Company Ltd., Japan. 1 No. tug has been delivered and is in voyage. The tug "JSW Bhim" is expected to reach Jaigarh on 14th August 2016.
- Strengthening and widening of state highway SH106 for improved connectivity and hinterland reach.
- Rail connectivity being established by connecting Jaigarh Port to the Konkan Rail network at Dingni.

Planned infrastructure

- Construction of LNG terminal
- Construction of dedicated rail yard
- Development of POL terminal
- JSWJPL in collaboration with IMU is setting up a world class maritime education centre at Jaigarh. [img](#)

POSITIVE VIBES AMIDST CHALLENGING TIMES

A tale of two events with spirited debates, socializing filled with bonhomie, fun and frolic



Audience at the event

The economic skies could darken, the oceans, straits and channels could hold forth nothing but peril and containers can sail out empty and dingy, but can they dampen the spirits of the sailors and their huge ships? No. We will put up the masts and sail forth no matter how stormy the weather is or choppy the waters are. That's the message shipping executives from the maritime and logistics community sent out during the fourth edition of the Containers India Conference and Gateway Awards ceremony at Mumbai on August 12, 2016.

Hosted by *Maritime Gateway* the conference is convened every year to discuss pivotal issues that shape course of sea trade across the world. The theme this year was 'Moving Forward in Challenging Times' as the head honchos put their heads together on devising ways of surviving yet another season of fiscal gloom. Following a very challenging 2015 with weak demand and over supply of vessels leading to touch market conditions, the hope of recovery in 2016 does not look promising. In the conference

leading analysts and industry figures shared their thoughts on the global and Indian container trade and spoke of how to move forward and lead through difficult times.

The key talking points of the session were global and local container market outlook, destinations of new opportunity and the bright prospect of coastal shipping in India. During the keynote and the two following sessions, a packed audience sat to soak in mantras of survival, made mental notes of all the do's and don'ts and avowed their commitment to see the sector through its troubled days. Each session had speakers representing the maritime and logistics diaspora dotted with key policy makers that pledged their support to ease ways of doing business. With India strengthening its position in the subcontinent and forging stronger ties with its neighbours, speakers from Bangladesh and Sri Lanka spoke of a brighter future for sea trade with India and their nations. The perfectly timed sessions came up with answers for all the questions the audience had. What is the Plan B when freight rates are

falling freely? Who is going to take China's place in revving up demand for commodities? How long before the sector recovers? By the end of day's play, chiefs and their subs walked out with a spring in their step having answers to varied issues that preyed on their minds and their balance sheets.

The Grand Ball Room closed briefly for a makeover to be all spruced up for the awards night. The red carpet was spread for all to walk on as everyone that makes it to a Gateway Awards night is either a celebrity or one in the making. As fifteen awards were given away for achieving a breakthrough in business, the crowd cheered and clapped not betraying a sense of bonhomie and delight for their peers who stood up tough and braved the odds. Amidst the unpredictable seas, every sailor is a soldier and every officer a warrior on land as they make things work despite many hazards. The awards were interspersed with short, but interesting doses of entertainment with a young lad – a Captain's son thrilling the audience with his runaway hits on the keyboard. Then came a classical song describing the state of the industry followed by a **tete-a-tete with Bollywood actor and theatre star Rajat Kapoor** who shared his learnings with all. The Women in Shipping also chose a winner amongst them who is a household name in the shipping industry. As trophies and plaques were all given away, the industry was rewarded with *Sagar Mitra*, an app for everyone coursing the seas to track and trace their shipments and know more of vessel schedules. The app was designed by Volteo, a technology firm. The awards night was hosted with aplomb and was a dazzling celebration of colour, music and cheer – something the enviable guest list ascribed to the evening reflecting the high esteem in which they are held. 

"STAY CONFIDENT, GROWTH EXPECTED!"



(L to R) **Ramprasad**, Editor in Chief, Maritime Gateway, **Adarsh Hegde**, Joint MD, Allcargo Logistics, **Dr. John Joseph**, IRS, Chief of Commissioner Zone II Customs, Mumbai, **Neeraj Bansal**, Deputy Chairman JN Port, **Capt Deepak Tewari**, Chairman, CSLA, **Sabyasachi Hajara**, Chairman of Editorial Advisory Board, Maritime Gateway

Shipping industry in general is undergoing a damp spell across the globe for some time now and needless to say the global container trade is also not any better. But as it is imperative for the players in the business to go through the dynamic changes in the market and to make sure that they are going to stay here, one could see, different strategies being put in place by the industry at large to cope up with the turmoil the market encounters with. Different business strategies were brought in by the stakeholders in the business in order to stay put. Bigger players started joining hand in hand in order to tackle the hassles. While the bigger players are into mergers and acquisitions, the small players are also making small but concerted efforts to sail through the turbulent times.

The fourth edition of 'Containers India' 2016, concluded, deliberating numerous issues in the Indian Container Market. This platform has become a major think tank for the Indian Shipping Industry, especially for the Indian Container Business

and the packed hall with not less than 200 participants and 20 odd experts, actively involving in several of the brainstorming sessions were the testimonies for it.

Though the situation at large in the global scenario looked bleak, Indian Container Market and fraternity do not look that pessimistic however a lot of effort would make things further positive, **Ramprasad, Editor in Chief of Maritime Gateway** and the committed organiser of the event sounded confident and he disseminated same to the audience in his welcome address of the event.

Translating the hope into numbers, Ramprasad informed the august gathering that the Indian container market has witnessed a modest 6.7 per cent growth in handling containerised volume in FY16. Growth of Indian market is on the lower side when we compare it with the global markets like European container trade, which was hovered a growth of around 10 per cent.

"Total combined installed capacity available in FY16 is 21 million teu

approximately, where only 12.54 million teu combined throughput, i.e. 62 per cent of installed capacity is being handled by all major and private ports," told Ramprasad, citing the Gateway Research's latest findings.

However, according to him, there is still a large space for the improvement in traffic. Growth in installed capacity and handled traffic are almost in the same range.

The above phenomenon would be a better sign as the market is growing in both the dimensions, but on flip side handled traffic needs to grow more vigorously to fill the vacant space at all facilities across the supply chain of container trade, he added.

In his opening remarks, **Chairman, Editorial Advisory Board, Maritime Gateway and the patron of the Indian Shipping fraternity Sabyasachi Hajara** painted a perfect picture of the global trade and the container trade in particular with the trade numbers on his fingertips. Though the global trade is going through a challenging and an abysmal phase, India as the fast growing economy, there are hopes, he

stressed in his remarks.

Pointing at the alarming situation at the Global Container Trade, Hajara said, "Container fleet capacity has already exceeded the 20 million teu of capacity. In order face the challenges most of the giant container lines and consortiums are trying for the consolidation of their business."

The paradigm shift in the world GDP growth ratio is alarming. It has been 5 per cent and now it has come down to a bare minimum number of 3 per cent. Though for the next year the global economy is hopeful of making it to 3.5 per cent, it is unlikely to happen that. Generally even when GDP growth is at a lower level, trade growth is supposed to double, but the situation there has gone bad as well.

"In the year 2015 trade growth was lower than the GDP growth and in fact in the container business it was not even 2 per cent. However, this year we are hearing varying figures, some figures say it would grow to 4 per cent but that is also not giving any hope as the fleet capacity which grew 7.5 per cent last year is expected to grow 5 per cent this year. So even in the optimistic scenario, the container trade would grow at 3 per cent and in the pessimistic view barely 1 per cent growth would be there," said Hajara. However he concluded with the hope that the situation in the country would be better as the industry has the potential to tackle all the challenges it is facing at the moment.

Capt Deepak Tewari, Chairman, CSLA declared the theme of the event as "Moving forward in challenging times". Delivering his theme address, he said, "We have been moving forward with the challenging times

for the last eight years and we thought why don't we make it as theme for the event and beat it for the death for the best," he started off with a light note. Enumerating the global trend in the industry he further said, "Global dip in the trade has created a difficult time for the shipping industry. Growth in the global container trade which saw 2.8 per cent growth in the year 2015 is expected to remain sluggish and maintain almost the same number as the growth percentage."

Though almost all numbers regarding the global container and shipping trade are diminishing ones, Captain Tewari put forth positive numbers in terms of growth, citing latest WTO findings. "WTO, has predicted that the growth would be 3.7 per cent by the middle of the year 2017 and in the end. If these predictions are to be believed then there is going to be the light at the end of the tunnel," he said. During 2015, 214 container ships were delivered, increasing the world fleet by 8.5 per cent to about little above 19 million teu this figure has become over 20 million teu as we speak today, he further reminded the audience. However, they are things to hope for the Indian market, as the government is making concerted efforts to boost the trade with new policies and fund allocation, benefitting the trade. He also lauded the efforts of different stakeholders for the smooth implementation of compulsory VGM declaration made easier.

Adarsh Hegde, Joint MD, Allcargo Logistics made a keynote address which touched up on two decades evolution of commerce and how it is making an impact on the supply chain market. He argued that the mammoth infra development set up by China in

the late 90s and 2000s made the world economy prosper as the giant dragon was enmassing almost half of world's resources. Everybody benefitted from it until the Chinese economy caught up with a crisis. "The self-created wound of the industry what brought all the economy down but India has hopes as everybody, EU, China, Russia etc. are looking at us to bring some normalcy in the trade. That is precisely the point why global investors are making bee lines to invest their money here," said Adarsh Hegde.

In his keynote address, **Deputy Chairman JN Port, Neeraj Bansal**, expressed his optimism stating that India has many things to feel happy for in terms of its global positioning in container volume. "The container terminal across the globe showcase a mixed responses of both negative and positive growth in terms of cargo handling. Indian Container Terminals are comparatively better, considering the last 13 month's cargo position. JNPT, being the biggest and the busiest container port in the country, could be considered as a benchmark for Indian container ports. It handled as many as 4.49 million teu of container cargo during the last financial year and it would be heartening to know that the government owned container terminal in the port JNPT alone has showcased a growth of 10 per cent in terms of cargo handling," said Neeraj Bansal.

After releasing the Indian Container Market 2016 report brought out by Gateway Research and first News Letter brought out by CFSAI, Chief Guest **Dr John Joseph, IRS, Chief of Commissioner Zone II Customs, Mumbai**, delivered his address. He said as far as our country's future is concerned, there is nothing to worry. While many of the continents are facing the financial crisis and a volatile economy, Indian subcontinent, Africa are giving hopes as growing economies. "Customs department is always committed to streamline and make the customs process easier for the business. Many initiatives were made by the customs like direct port delivery etc. The department will always be at the service of the business," John Joseph reiterated, concluding his speech. 



Audience at the event

"Differentiating service offerings is the best response"

The global container market is still reeling under pressure because of weak demand and a surfeit of large container vessels, **Franck Dedenis, Managing Director, Maerskline India Private Limited** said at the Containers India conference. Speaking of the container market outlook during the second session he said the first and second quarters of 2016 yielded poor results despite container lines cutting costs, optimising networks and reaping benefits from the fall in bunker fuel price. "The demand for containers remains sluggish. The days of double digit growth are long gone. We now have to aim for simple single digit growth," he said.

Freight rates have plummeted by 24 per cent and shipping lines are trying to arrest this free fall by increasing the number of vessels scrapped and lowering the order book to make capacity and supply remain at an acceptable level. Dedenis said the best way to respond to such a situation lies in differentiating service offerings. With most lines taking to bigger vessels to gain from economies of scale, the shipping product size and offering remains almost the same. Lines should maximise their ability to adjust to rapid changes in the market situation, he reckoned. He emphasised on the need to automate and include fast, intuitive, self-service applications built for everyday needs that would assure service guarantee. Apps on the high seas and ashore would be required for initiating and managing shipments, viewing and printing the bill of lading and tracing and tracking cargo. "The most important need, however, is to consolidate. EBIDTA levels (earnings) are higher in industries that consolidate," Dedenis said. But in addition to tweaking service offerings and making available user-friendly apps, it is important that bottlenecks in supply chain be addressed. Inland transportation costs, equipment imbalance, port




(L to R) **G Chandrashekhar**, Economic Advisor and Director, IMERTF, Indian Merchant Chambers, **Franck Dedenis**, MD, Maerskline India Private Limited, **Michael P Pinto**, Former Secretary, Ministry of Shipping, **Kevin D'Souza**, Director – Commercial and Business Development, Subcontinent, DP World

costs, regulatory issues, long standing containers and relaxation of cabotage are some of the concerns that need immediate resolution for lines to function well in the Indian market.

But despite depressed market conditions the world over, there was an increase in the number of containers handled from 175 million teu last year to 185 million teu this year. Terminal operators in India such as DP World too have seen a six per cent rise in containers handled at their terminals. To be able to maintain these growth numbers, the railways would need to generate greater private investment as it would quicken movement of boxes from factories to CFSs or ports, thereby reducing congestion on the main routes, **Kevin D'Souza, Director – Commercial and Business Development, Subcontinent, DP World**, said. "Vessel alliances will impact India and bigger vessels need more cranes to discharge cargo," he said. But to ensure sustainable growth in the ports sector, he emphasised the need for a constant dialogue between stakeholders in the industry, particularly the government, port and terminal operators. The concession agreement needs periodic reviewing and renewal to be able to balance risk and investment to tailor them to macro

and micro economic conditions. While container trade expands, the composition of commodity trade contributing to it will vary depending on the domestic demand-supply situation.

Given the current economic and manufacturing scenario in India, there is going to be an increase in commodity imports over the next few years. A lot of commodities that used to be transported as bulk and break bulk cargo are now being containerised. Growers of basmati rice, cotton, oil seeds, sugar, pulses and cashew have taken the box route. "There is a strong possibility that global growth rates keep up their momentum and we see an increase in commodity trade," said, **G Chandrashekhar, Economic Advisor and Director, IMERTF, Indian Merchant Chambers**. Supply chain efficiencies are crucial for container trade and use of digital technology to track movement of boxes is important, he said. The increase in containerisation of commodities in India is also expected to give coastal shipping a big boost.

The keynote session that discussed global and local container market outlook was moderated by **Michael P Pinto, Former Secretary, Ministry of Shipping.** 

Opportunities in the neighbourhood



(L to R) **Ashish S Pednekar**, Chairman Elect, FFFAI, **Arun Kumar Gupta**, MD, India Ports Global Pvt Ltd, **Capt Vivek S Anand**, President, MANSA, **Vinita Venkatesh**, Director, Krishnapatnam Port Container Terminal, **Ahamedul Karim Chowdhury**, Terminal Manager, Chittagong Port Authority & CEO, PICT, **Rohan Masakorala**, CEO, Shippers' Academy Colombo

The first business session saw industry leaders discuss trade opportunities between India and neighbouring countries and the capacity expansion initiatives triggered to facilitate trade. To start with, **Arun Kumar Gupta, MD, India Ports Global Pvt Ltd** gave an overview of what India is looking at in Iran, Myanmar, Bangladesh, Sri Lanka and Africa. "Especially when China is aggressively investing in these countries, India needs to keep a check on it," he emphasised.

China is all around in the Indian Ocean with a big presence in Sri Lanka, investing \$361 million in Phase 1 development of Hambantota Port, and Phase II of the project is in progress with an investment of \$750 million. Sri Lanka is also preparing for development of east container terminal in Colombo, which is an opportunity for the private terminal operators in India to put their foot in, he pointed out.

Moving to Myanmar he said, a new initiative is in progress to connect Mizoram via Myanmar. Cargo can be moved from Kolkata, Haldia to Sittwe Port and to Mizoram.

Coming to Bangladesh, Arun Kumar Gupta highlighted the opportunities there: Lots of power plants are coming up in Bangladesh, fuelling demand for coal. Chittagong is the only major port handling 92 per cent of the country's trade and so Bangladesh has an urgent need to develop a deep sea port and they are focusing on Payra Port. India is looking at participating in a multipurpose terminal and a dry bulk terminal at Payra.

Commenting on India's involvement in Iran he said, "Chabahar could be developed into an alternate route to CIS countries, which I can call the eastern corridor. India's main objective in investing in Chabahar is a strategic one as China has been investing in Gwadar Port and Afghanistan should

not be dependent only on Gwadar Port." Iran, Pakistan and Afghanistan borders meet at Zaidan in Iran. India has already developed a road linking Chabahar, Zaidan to Afghanistan. The viability of the Chabahar Port depends on the cargo being imported by Afghanistan, EXIM of Iran and the transit cargo to CIS countries.

India will operate the Chabahar Port for 10 years and the commercial operations will start in another 18 to 24 months. The jetties are almost ready, India will have a container terminal, a multipurpose terminal and a total backup area of 70 hectares. India Ports Global is looking for partners to form an SPV to operate the port.

Towards the end of his talk, Arun Kumar Gupta discussed Africa. India is developing Nacala Port in Mozambique that has huge deposits of thermal and coking coal. Currently, most of the coal is being exported

from Bera Port, but the logistics infrastructure is inefficient. There is a coal terminal at Nacala which has a deep draft of 22 metres allowing cape size vessels to come in. This is a potential opportunity for India as apart from Mozambique there are other mineral rich countries like Zimbabwe and Zambia.

Capt Vivek Anand, President, MANSA, took an overview of where India stands in the global scenario and drove the discussion into the hinterlands of the country. Presenting a glimpse of the growth trajectory of India he said that in the next two decades India will be the most populous country in the world of which the young generation forms a larger share and this is going to drive the growth in consumption. Global ocean trade is 10 billion metric tonnes of which India's trade alone is one billion metric tonnes. World GDP is \$77 trillion, of which Indian economy is about \$2.8 trillion and in the next decade India will be a \$17 trillion economy.

Coming to the hinterland, Capt. Anand said, "Logistics infrastructure is very critical for any economy to grow and the Indian government has very well recognised this and the spending in this sector has grown multiple times." The government has allocated \$1 trillion towards infrastructure development that will support cargo movement forecasted to increase three-fold in the next 10 years. Need of the hour is a master

plan for the development of ports and terminals.

Our transport is over dependent on road sector, which is growing by a meagre 17 per cent. Rail and waterways are a cheaper option but they need to be made more efficient. The railways run 7,000 freight trains but growth of railway sector is only 3.5 per cent. So, to expedite development of infrastructure the game changers will be the DFC, especially DMIDC and the quadrilateral of the north-south-east west roadways. GST will bring down the logistics cost by 5 per cent, but it again depends on the quantum of GST, if it is sub 20 per cent then it is OK.

"The most important thing is sufficient cargo volumes as it the one that brings ships to a port. Otherwise infrastructure will be of no use," said **Vinita Venkatesh, Director, Krishnapatnam Port Container Terminal**. There are plenty of ports on the east coast but every port is not able to service every customer as statutory approvals are not in place. There needs to be a proper system in the form of a package for granting approvals rather than the government giving on a case to case basis, she said.

Hinting on the need for involvement of trade associations in government initiatives Vinita said, the coastal shipping between India and Bangladesh could not continue as the shipping agreement allows only bilateral trade and does not allow third country cargo to be loaded

onto the ship. If this is allowed then the cargo going from Bangladesh to Colombo or Singapore can come to Krishnapatnam and get exported to its destination. When government takes such initiatives they should also involve the industry associations so that such gaps can be bridged.

A successful initiative has been the container train connecting ICD whitefield to Krishnapatnam, following which another train connecting ICD Sanathnagar to the port is being planned. Towards conclusion, Vinita hinted at the need for transforming India into a trading hub like Dubai, which imports and re-exports cargo. This will utilise the excess capacity created at the east coast.

Ahamedul Karim Chowdhury, Terminal Manager, Chittagong Port Authority, briefed on the EXIM trade of Bangladesh. India is the second largest exporter to Bangladesh. If Indian east coast ports connect to Pangaon terminal directly, it will drastically reduce the cost of trade as most of the industrial cities are located close to Pangaon. But, success of short sea shipping between India and Bangladesh depends on the availability of return cargo. Ahamedul Karim Chowdhury concluded with a message for the Indian business community to use the ports on the east coast and promote coastal shipping to Bangladesh.

"We want to be the Singapore for this region by 2030 and this is no secret," said **Rohan Masakorala, CEO, Shipper's Academy Colombo**, the last speaker of the session. Now the island nation wants to move beyond transshipment and become a logistics hub, for which they are developing a master ports strategy. Sri Lanka is creating additional ports at Hambantota in collaboration with China to meet the growing traffic. Trincomalee Port is being developed in collaboration with Singapore. Hambantota will tap Industrial, bunkering and Ro-Ro business. Rohan in his speech explained various mega plans that Sri Lanka is implementing to promote the nation as a trade hub. Various regulatory changes are being made in this regard like no tax regime, no exchange control regime and Customs involvement. 



Audience at the event

Coastal Shipping – A success story!



(L to R) **Capt Vivek Kumar Singh**, CEO, Shreyas Shipping & Logistics Ltd, **Ramprasad**, Editor in Chief, Maritime Gateway, **Vivek Kele**, President, AMTOI, **Dr. K Selvaraju**, Secretary General, SIMA

The last session of the event at the Containers India conference made all the difference for its lively and to-the-point discussions, engaging deliberations and interventions made by the panelists who were birds of same feather flock of Coastal Shipping. Ramprasad, Editor in Chief, Maritime Gateway moderated the Session and Captain VK Singh, CEO, Shreyas Shipping & Logistics Ltd, Vivek Kele, President AMTOI and Dr.K Selvaraju, Secretary General of The South India Mill were panellists.

The session has been hailed by the audience for its realistic and informative outlook with three panellists talking about the success story model they worked out together for a coastal shipping service. With moderator Ram Prasad laying out the simple modalities for the discussion, **Captain Vivek Kumar Singh, CEO, Shreyas Shipping & Logistics Ltd,**

gave a status update of the Coastal Shipping in the country in nutshell.

According to Captain Singh, Coastal Shipping has been a challenging affair from the day one itself and even now many things have to be streamlined for this business to reach further heights. “During the inception time of the coastal shipping as a mode transport, there have been several issues; there were shortage of tonnage available for the coastal operation, however proper tonnage was added later but shortage of cargo is still a perennial problem,” said VK Singh.

Though there are 17 vessels operating at the coast, with almost 4,17,000 tonnes of total capacity per month, only 65-75 per cent of the capacity is utilised, which is to the tune of almost 3,10,000 tonnes per month. While the return cargo constitutes a small share, to be precise 3 per cent, the onward voyage makes it 65 per cent.

“Modal shift of cargo is needed and Coastal Shipping being a multimodal transport, end-to-end reduction of the freight rate should be made in order to make the overall operation a viable business model,” VK Singh added.

It was **Vivek Kele, President, AMTOI**, turn to brief the first mile and last mile connectivity issues involved in the Coastal Shipping operation. Being the multi model logistics operator, Vivek Kele, started with an overall briefing of the issues involved in the whole process. According to him there are a long list of things to be done. “The biggest challenge for an operator in the multimodal logistic realm is that there is no particular legislation made available to refer the modalities of doing the business. So in absence of a document existing, often there are hesitations from government officials in clearing papers, treating domestic cargo at the port separately. The

domestic cargo reaching at ports is treated the same way as the EXIM cargo," Vivek voiced his concerns. Counting his second concern, he further said the entire coastal shipping lacks a seamless service outlook unlike it is in the road and rail logistics.

Another important concern raised by Vivek Kele, President, AMTOI was about the unavailability of cargo in the vicinities of the ports. "Traditional industrial policies have been designed in such a way that they promote industrial activities to come up only at the hinterlands. The same policies have been continued and sad part about it is that it is not going to help the coastal shipping. Not having access to cargo in somewhat closer distance to the ports makes the first and last mile delivery of the cargo very difficult," Vivek said. Frequency of the coastal vessels also is a matter of concern according to Vivek. He further criticised the railway for being very protective of their cargo and he said it is high time that the railway let go of this attitude.

Detailed account of an end user perspective in Coastal Shipping was another major attraction in this session. **Dr. K Selvaraju, Secretary General, SIMA**, the biggest consumer of cotton in the country narrated how certain persistent and committed interventions can bring a successful business model in the Coastal Shipping.

According to Dr. Selvaraju, Tamil Nadu has almost 50 per cent of the total spinning capacity of the country whereas the state is producing only 5 per cent of its cotton requirement. The state sources the cotton from the up country states like Gujarat, Punjab and Maharashtra. "With truck freight rate shooting up during 2007-2008, we started exploring, how we could reduce the logistics cost. We explored the railway as a model shift of logistics but it yielded only 5 to 6 per cent difference in the cost," said Selvaraju.

"With foreign vessels carrying cotton from Gujarat to China for a far cheaper rate, they thought of shifting the mode of transport to coastal shipping but things like cabotage taxes etc. came in between as hindrance. However, with the intervention of DG shipping, domestic operators



Audience at the event

association and with committed operator in place, they chalked out a plan and which is working out for the best now," he added.

However, he also added that there are still issues to be sorted out like the time taken for the end-to-end coastal movement. In the course of time these things will also be streamlined, he sounded hopeful.

While all the three panellists were agreeing to the fact that compared to the initial days of coastal shipping, things are getting better, however a concerted effort from the government's side is crucial for the business to go forward and to become a sustainable model.

According to Dr. Selvaraju, just 15 to 20 per cent cost difference alone wouldn't attract people to shift their domestic good transport requirement into coastal shipping. "In our case of using coastal shipping for the cotton transport from Gujarat to Coimbatore, via road we used to get our goods delivered on the fourth day and we used to settle our supplier in a shorter time. Now with the coastal shipping, it takes at least 10 to 12 days, it makes things little difficult and it takes more than 15 days for our supplier to get his payment. In order to make the entire process cost effective, it's imperative for the government to support the coastal shipping service. According to me there should at three years with government incentives and other perk so that the business gets at least a

minimum threshold to stay put," says Dr. K Selvaraju.

The moderator Ramprasad's interventions and queries helped the panelists to cover almost all aspects of the business. Towards the end the panelist were asked whether the government is walking the talk regarding the promises and policies made on coastal shipping. Captain VK Singh took initiative to respond and he said, "Before this government took the guard, we used to enjoy exemption on service charges and there were discount on port related charges too and we still enjoy those. After this government came in, a long list of demands were put in front and certainly the long list has come down to a few and that is something we are happy about. Now bunker notification has come and yes it would take it get it actualised in the ground and that will happen when a Standard Operational Procedure is made."

Customs and excise duty on bunkering is also exempted for the vessels involved in the coastal shipping, this has been notified and an SOP is also in place. It's now just the matter of delivering the fuel with these value additions by the oil companies, according to Captain Singh.

All the three panelists who spoke at the session were in the business which is closely associated with coastal shipping and delivered their speeches as if they knew it back of their hands. **mg**

CELEBRATING EXCELLENCE

The Gateway Awards, initiated and organised by Gateway Media is one of the most coveted awards in the maritime industry. The awards were instituted in 2008 to honour individuals, organisations and companies from across India's maritime industry to recognize and encourage excellence. Amidst much pomp and fervor, Gateway Media hosted the ninth edition of the Awards at the Leela in Mumbai on August 12, 2016.

These awards promote best practices, innovation and motivation. Gateway Media, an institution pursuing excellence relentlessly, had instituted these awards to showcase outstanding achievements and exceptional accomplishments of individuals and organizations in the Indian maritime Industry.

A tradition well maintained since then, the awards today have become a benchmark in the industry. From 01 to 30 June 2016, all Indian maritime organisations and companies who wish to be nominated and considered for the awards were invited for their performance and their business to be scrutinised by an eminent jury. The shortlisted ones were announced in the last week of July. A list of esteemed industry experts have been carefully selected as jury members for the Gateway Awards to represent several facets of the industry and also to ensure a fair and balanced evaluation of all nominees.

The jury members are replaced through a three-year service period, which guarantees a diverse and different jury each cycle with new points of view and experiences that reflect the broad expertise of the membership. Jurors operate independently, applying the highest standards of evaluation and professional practice. All submissions will be assessed by Ernst & Young, our knowledge partner and process validator and the results are put up to the Jury for final deliberations and decision. Typically after a long day of deliberations, the final group of firms for the Gateway Awards for Excellence is selected.



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 Ninth year, these awards promote best practices, innovation and motivation.

The Jury Meeting



Once the parameters were set by Ernst & Young, a panel of esteemed individuals with great experience representing several facets of the maritime industry formed the jury and the winners were selected by a combined vote of all jury members, wherein individual views of each jury member were clearly spelt out. Detailing on the jury meeting, Michael P Pinto, Former Secretary, Ministry of Shipping, who chaired the jury meeting said, the jury with great patience took their time to get into details and keenly observe the performance of the nominees under different parameters and bring out their exceptional performances under different circumstances which helped in clearly deciding and coming to a consensus on who the winner will be under each award category. The entire exercise was done with great care and responsibility to ensure a fair and balanced evaluation of all nominees. He urged the maritime fraternity to participate in larger numbers for the award nominations so that their impressive achievements could be brought under the spotlight.

This year 15 awards were given away for different categories. All the winners walked away with their trophies with a smile across their face and hope in the heart to do better in an environment as trying as this. The awards this year were interspersed with a musical performance, a celebrity interview and the launch of an app- Sagar Mitra, developed by Volteo, a technology and IT services company. With such a scope, the Gateway Awards ensures that achievement in all fields is acknowledged.





2016
THE GATEWAY AWARDS
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WINNERS







LIFETIME ACHIEVEMENT AWARD Arvind Parikh, Chairman, Lemuir Group

(L to R) Adarsh Hegde, JMD, Allcargo Logistics Ltd, Arvind Parikh, Chairman, Lemuir Group, Kevin D'Souza, Director - Commercial & Business Development, Subcontinent, DP World, Umesh Grover, Secy General, CFSAL, Capt Deepak Tewari, Chairman, CSLA

Having pioneered the freight forwarding industry over the last 60 years Arvind Parikh, Chairman, Lemuir Group, has transformed his small family business – which was small-time broking in British India – to a complex, multimodal logistics provider in 51 Indian cities linked to the world. He started working in Lee & Muirhead, a British clearing agency, in the late 1940s.

Over the years, with giant global partners such as Deutsche Post and DHL, and an estimated turnover of over ₹2,000 crore, their latest joint venture, DHL Lemuir Logistics Pvt. Ltd, could turn into one of India's largest logistics companies. Arvind Parikh has been chosen by the Jury members for "Lifetime Achievement Award" in recognition of his vision, for being ahead of times and creating

wish I had Arvindbhai's ability to keep up with both." Alongside all this, Parikh, a disciple of the late Ustad Vilayat Khan, has evolved into a leading sitar player, teacher and voice for performing artistes. He is currently spearheading an association of 12 icons of classical music, drawn from the Carnatic and Hindustani traditions, to create greater support in government, industry and the media for Indian classical music. Recipient of several musical honours, he is close to completing a video archive of 500 classical compositions.

Arvind Parikh is one of those rare people who are very successful in both music and business. And that's because he never does anything part-time. He has a whole-time commitment to each. When asked how he manages, Parikh says simply: "I am equally passionate about music and business. And, I see that both have common features."

Cyrus Guzder, Chairman of the AFL Group, a diversified company in logistics, courier and freight forwarding, reveals how, over the last 40 years, Arvind Parikh and he have been fierce competitors and also good friends. He says: "As officebearer of our industry association, he was my guru, sharing everything. He built my knowledge of the business so that I could compete with him. I'm now paying back by mentoring his son Snehal. And I believe such collaborative efforts will grow our industry."

In addition to achieving a balance between business and music and performing as a leader in each, Arvind Parikh also promotes music by teaching more than 60 students and supporting upcoming and less fortunate musicians. He also documents the Indian classical musical heritage so as to preserve it.

ARVIND PARIKH IS ONE OF THOSE RARE PEOPLE WHO ARE VERY SUCCESSFUL IN BOTH MUSIC AND BUSINESS. AND THAT'S BECAUSE HE NEVER DOES ANYTHING PART-TIME. HE HAS A WHOLE-TIME COMMITMENT TO EACH. MOST PEOPLE APPLAUD HIM FOR SUCCESSFULLY JUGGLING THE PURSUITS OF BUSINESS AND MUSIC, AND ACHIEVING EXCELLENCE IN BOTH.

a path for others to follow. This award also recognizes his success and pioneering efforts in internationalising business.

Most people would applaud Arvind Parikh as a man who has successfully juggled the pursuits of business and music, achieving excellence in both. As Uday Kotak, Vice-Chairman, Kotak Mahindra Bank says: "I



INDIAN MARITIME BUSINESSMAN OF THE YEAR **Dr. Shashi Kiran Shetty**

(L to R) **Adarsh Hegde**, Joint Managing Director, Allcargo Logistics Limited, receiving the award on behalf of **Dr Shashi Kiran Shetty, Michael P Pinto**, Former Secretary, Ministry of Shipping

Dr. Shashi Kiran Shetty has been pioneering the Indian logistics sector since more than two decades and has helmed major transformations riding on the growth of Indian economy. In recognition of his visionary leadership for creating paradigm shift in business, achieving global identity and demonstrating significant business growth, Dr. Shashi Kiran Shetty has been presented the “Indian Maritime Businessman of the Year” Award.

Dr. Shetty started his career in a very humble way. He was just 20 years old when he came to Mumbai and started working for a shipping agency company. Dr. Shetty started early as a true entrepreneur in 1993, when the Indian logistics sector was still in its nascent stage, by founding Allcargo Logistics which

Allcargo to grow fast and gain reputation.

He made history in 2005-06, when the acquisition of Belgium-based ECU-Line, the world’s second largest NVOCC player, stunned the world as its revenues were almost five times that of Allcargo Logistics. The winning streak continued till 2013 with subsequent acquisitions of companies in key geographies like China, Europe and the US. Through strategic expansion of service portfolio across key markets and global consolidation of mergers, Allcargo has grown to be a global leader operating in 160 countries with 300+ offices. For strengthening trade between India and Belgium through the economic initiatives of Allcargo Logistics and ECU-Line, Dr. Shashi Kiran Shetty was conferred with the highest civilian honour – ‘Distinction of Commander of the Order of Leopold II’ by H.M King Philippe of Belgium in 2015.

To be a successful businessman one needs to be an expert in domain knowledge, seizing the opportunities that come along. A tremendous amount of passion, indomitable commitment to serve the customers and offering them best value for their money is critical. A businessman has to be farsighted, keenly observing the industry as it shapes up and getting ready to use the opportunities and face the challenges that will come up in the future. Building a very competent team of people in the organisation and capitalising on the investments to maintain strong financials is very important. A successful businessman cannot be a risk averter and will have the courage to take risk from time to time. These traits describe the personality of Dr. Shashi Kiran Shetty.

FROM A HUMBLE STARTING IN MUMBAI ALMOST TWO DECADES BACK, DR. SHASHI KIRAN SHETTY AND HIS COMPANY ROSE QUIETLY YET STEADILY TO OCCUPY DOMINANT POSITION IN THE INDUSTRY. HIS ENTREPRENEURIAL SKILLS BROUGHT HIM RESPECT AND SUCCESS BOTH IN INDIA AND ABROAD AND HELPED ALLCARGO LOGISTICS TO GROW FAST INTO A MULTINATIONAL LOGISTICS COMPANY.

today enjoys the status of being India’s largest integrated logistics company in the private sector. Spearheading 10 key global acquisitions in less than a decade, Dr. Shashi Kiran Shetty has set a brilliant example of benefiting from first mover advantage. The ability to understand the problems of shippers and providing them premium service helped



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MAJOR PORT OF THE YEAR Kolkata Port Trust

(L to R) **Capt Ram Iyer**, Representative, Haropa Ports, **Goutam Gupta**, Traffic Manager, Kolkata Port Trust, **Mukesh Oza**, Group President & CEO, Samsara Group

For the second consecutive time, the first major port and the only riverine port of the country has been adjudged the prestigious award in the “Major port of the year” category of the Gateway Awards 2016, the benchmark of Indian maritime business. The award has been presented to Kolkata Port Trust in recognition of several aspects including its impressive growth rate, capacity optimisation and berth utilisation despite the existing challenges.

The port registered a throughput of 50.195 million tonnes in 2015-16, against 46.293 million tonnes in 2014-15. The port achieved a growth rate of 9.19 per cent as throughput increased by 3.902 million tonnes. To enhance operational efficiency and meet the demands of growing traffic the port has beefed up its

days. The port has registered impressive growth in average output per ship berth day, which is 4,186 tonnes for KDS and 7,806 tonnes for HDC. The average output per ship berth day for KDS has increased by 9.01 per cent and for HDC by 14.76 per cent.

Kolkata Port has registered a 78.09 per cent growth in operating profit in FY15-16 over FY14-15. During the period operating profit margin has increased by 20.30 per cent.

During the Financial Year 2015-16, the major port has made several investments both in technology and infrastructure. The port has installed VTMS as a scientific aid to navigation for safer pilotage of the vessels in the Hugli Estuary.

Upgradations at Haldia Dock Complex: A stacker-cum-reclaimer for coal handling plant has been installed at Berth No. 4; a riverine barge jetty has been set up for handling fly ash and floating pipeline handling facilities for unloading edible oils from vessels berthed at Berth Nos. 5/Off 5/6/Off 6 have been installed, container handling at berth no. 10 and 11 and transloading facility for handling dry bulk cargo have been developed.

Major expansion projects at Kolkata Port Trust: Deployment of two floating crane facilities at Sagar expected to be ready by March 2017 to meet the demands of growing cargo traffic; setting up of floating riverine barge jetty with connecting road to the storage area; upgradation of railway yard and facilities to ensure quick and smooth flow of cargo; and upgradation of storage area, drainage network, roads and other logistics infrastructure.

IN SPITE OF THE EXISTING CHALLENGES THIS RIVERINE PORT HAS FOCUSED ON INCREASING CAPACITY TO ENHANCE OPERATIONAL EFFICIENCY AND MEET THE DEMAND OF GROWING TRAFFIC. THE PORT HAS INVESTED IN VESSEL TRACKING MANAGEMENT SYSTEM AND UPGRADATION OF INFRASTRUCTURE TO ENSURE FASTER TURNAROUND OF VESSELS.

capacity by 4.94 million tonnes.

During the financial year 2015-16, Kolkata Port registered 66.61 per cent capacity utilisation. Average turn around period for Kolkata Dock system (KDS) has been 3.98 days and for Haldia Dock Complex (HDC) it is 3.27 days. Average pre-berthing detention for KDS is 0.41 days and for HDC is 0.66



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PRIVATE PORT OF THE YEAR JSW Jaigarh Port

(L to R) **Sunil Kalra**, Divisional Head - Maritime Cranes, Liebherr India Pvt Ltd, **Jayesh Bhatt**, Sr. Vice President & Unit Head, JSW Jaigarh Port Ltd, **Arun Kumar Gupta**, Managing Director, India Ports Global Private Limited, **Capt B V J K Sharma**, Joint MD & Chief Executive Officer, JSW Infrastructure Limited, **Lalit Singhvi**, CFO, JSW Infrastructure Ltd

The first deep water, all-weather, 24/7 private port of Maharashtra has bagged the “Private Port of the Year” award. Strategically located on the west coast, JSW Jaigarh Port posted a record 15 MTPA throughput during the evaluation period of FY2015-16, in spite of the global trade being dull. The private port achieved a growth rate of 8.29 per cent in FY2015-16, as compared to 8.62 per cent during FY2014-15. It has also added 3 MTPA capacity during the evaluation period with a capacity utilisation 55.27 per cent.

Ensuring quick movement of cargo and ease of doing business, JSW Port has maintained an average turnaround time of 2.25 days for Panamax vessels and 3.50 days for Cape size vessels. The average output per ship berth day

by 62.51 per cent in FY2015-16 over FY 2014-15. Operating profit margin has posted an increase of 80.61 per cent during the period. Indicating the healthy financial performance of the port, net profit has increased by 47.66 per cent.

Improving its infrastructure, the port commissioned berth No. 6A to handle 8,000-dwt mini bulk carriers for coastal movements. The berth shall be mechanised with two barges and two ship loaders.

The port facilities are being further enhanced with addition of two more berths 3A and 3B, installation of ship unloaders, material handling systems integrated with ship/barge loaders, stacker/reclaimers. The port has signed an MoU with Maharashtra Maritime Board for strengthening and upgrading the SH 164 from Jaigarh to Nivali.

Another MoU has been signed with KRCL and MMB, with equity participation of 63:26:11 per cent respectively, for establishing rail connectivity to Jaigarh Port. Under this project, Jaigarh Port shall be connected to Konkan Railway network.

Procurement of three ASD 65T BP tugs is in process. Delivery will be in phases from July 2016 to December 2016. Procurement of six nos. 8,000-dwt mini bulk carriers for coastal movements. Delivery of four MBC by February 2017 is pending. The port has constructed a dome shaped “covered coal shed.” It houses a stacker cum reclaimer and conveyor with capacity of 3000 / 1500 TPH to eliminate emissions of coal fines getting carried by breeze.

STRATEGICALLY LOCATED ON THE WEST COAST JSW JAIGARH PORT HAS ALWAYS ENSURED QUICK MOVEMENT OF CARGO AND EASE OF DOING BUSINESS TO ITS CUSTOMERS. AS A RESULT SHIPPING LINES HAVE EXPERIENCED QUICK TURNAROUND AND AN OUTSTANDING OUTPUT PER SHIP BERTH DAY.

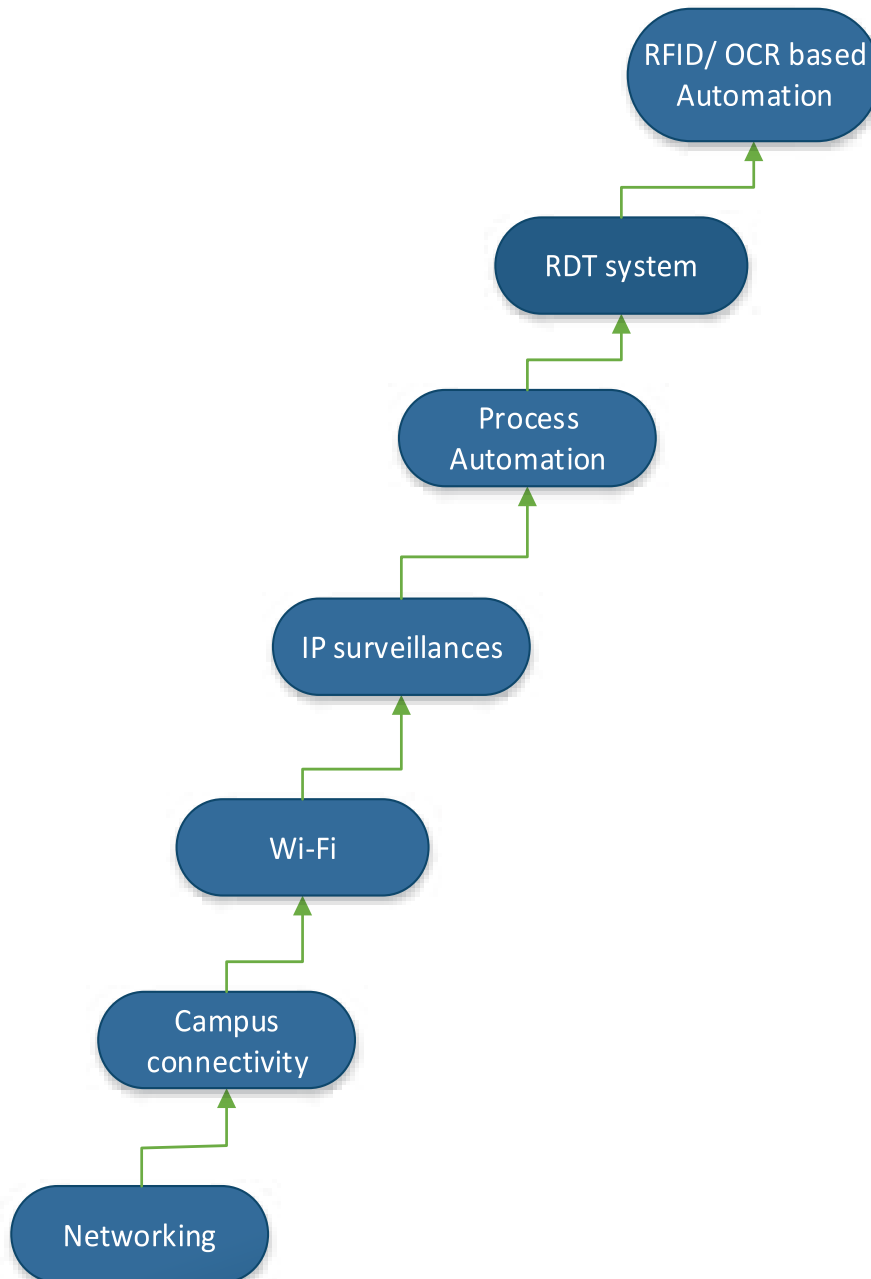
posted by the port is 45,000 tonnes for bulk cargo and 10,000 tonnes for liquid cargo. Proving its operational efficiency, the port has recorded 34 per cent growth in average output per ship berth day. Handling cost at the port is ₹129.52 per tonne of output.

The operating profit of the port has increased

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CONTAINER LINE OF THE YEAR CMA CGM Agencies (India) Pvt Ltd

(L to R) **Ashutosh Jaiswal**, President - Intl Business Divn & Logistics, Century Plyboards (I) Ltd, **Capt Swaminathan Rajagopalan**, Commercial Director, CMA CGM Agencies (India) Pvt Ltd, **Erwin Haaze**, Chief Executive Officer, South Asia Gateway Terminals Pvt Ltd

The spirit and commitment to providing value-added services to customers is what sets CMA CGM Agencies (India) Pvt Ltd apart from the competition. The container liner has been presented with the prestigious “Container Liner of the Year” Award in recognition of proactive measures to increase capacity and improve quality of service.

The container carrier sailed a remarkable 482 sailings in FY 2015-16. It carried 3,41,609 teu of imports in FY 2015-16, compared to 3,34,898 teu in FY 2014-15. Total variance in imports moved between FY 2015-16 and FY 2014-15 was 2 per cent. Exports moved by the shipping line during the evaluation period were 4,26,342 teu, while it shipped 4,20,718 teu in FY 2014-15. Total variance in exports

Nine services (MIDAS, EPIC, NEMO, INDAMEX, CIMEX (N,C,S LOOPS) CIMEX 2E, SWAHILI, MEDEX, KOLKATA FEEDER) operated by the shipping line move containerised cargo across the length and breadth of the country. New service called “Med Express (India- Middle East-West Mediterranean – US Gulf)” has also been introduced to meet the growing trade requirements.

Dedicated block trains twice a week connect Mundra to ICD Dadri and ICD Tughlakabad. CFSs at three key locations: Ameya Logistics – Nhava Sheva, Honeycomb CFS – Mundra and CMA CGM Logistics Park – Dadri add to effective logistics solutions.

CMA CGM has developed several innovative value-added solutions in e-business, such as an online all-in-one platform, available 24/7 in five languages, allowing customers to fully manage and monitor their shipping transactions, as well as EDI solutions to provide fast and error-free communication between its system and customers.

Key strengths of CMA CGM include direct fixed-day weekly service (retaining historical EPIC windows), (five direct ports in North Europe and three in Indian Subcontinent West Coast); Widest geographical coverage in North Europe; India exports access to all Mediterranean, Black Sea and North and West Africa markets using CMA CGM dedicated Malta & Tanger Hubs; strategic coverage in India: 26 offices, 33 ICDs, 3 owned CFS, weekly block train connecting Mundra with Delhi area and Access to and from all main Indian ICDs via Mundra and Nhava Sheva.

OFFERING VALUE ADDED SERVICES TO CUSTOMERS, CMA CGM AGENCIES (INDIA) PVT LTD CONTINUOUSLY FOCUSES AT IMPROVING THE INTERFACE BETWEEN SHIP AND THE SHORE, ESPECIALLY AS THE VESSELS ARE GETTING BIGGER AND THE CONTAINER INDUSTRY CONTINUES TO GROW. ANOTHER STRONG POINT OF THE COMPANY IS THE EFFECTIVE LOGISTICS SOLUTIONS IT OFFERS ALIGNED WITH CUSTOMER’S BUSINESS NEEDS.

has been 1 per cent. Total EXIM moved in FY 2015-16 was 7,67,951 teu, while total EXIM moved in FY 2014-15 was 7,55,616 teu. Total variance in EXIM moved during FY 2015-16 and FY 2014-15 has been 2 per cent.

Connecting five gateway ports and eight feeder ports within the country, the container liner operates 33 vessels on the Indian coast.

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CONTAINER TERMINAL OF THE YEAR DP World - Mundra

(L to R) **Capt Dinesh Gautama**, President, Navkar Corporation Limited, **Sumesh Padmanabhan**, CEO, DP World Mundra, **Capt Dheeraj Bhatia**, Managing Director, Hapag-Lloyd India Pvt Ltd

Sultan bin Sulayem, the Chairman and CEO of DP World, is betting big on the Indian market and has plans to invest more than \$1 billion over the next few years. So, it is no surprise that the container terminal at Mundra operated by DP World has bagged the “Container Terminal of the Year” Award for the second consecutive year in a row, in recognition of its phenomenal growth in throughput and creating record volume handling.

The terminal recorded a remarkable throughput of 985,627 teu during the evaluation period of FY 2015-16, posting an impressive CAGR of 7.42 per cent during FY11 to FY16. The terminal has performed at a maximum capacity utilisation of 89.60 per cent, which has resulted in a lower dwell

has maintained at 68 hours.

The terminal has accomplished key projects during FY 2015-16, listed below:

The Inter Terminal Gate has been opened between MICT Terminal and AMCT-2 terminal for faster evacuation of boxes from and to MICT rail sidings. This has reduced the truck movement distance by 1.2 km per truck and a time lag of over one hour. An average of 3,000 boxes per month or 36,000 boxes per annum are moved between the two terminals. This initiative helps reducing the turn time for ITT as well as CO₂ emissions.

Container anti-toppling system has been commissioned on all 18 RTGCs. Engineering team made an in-house economically viable solution and developed a “stack profiling system” at 5 per cent the cost of options available outside. This can also be replicated globally in more than 65 DP World container terminals.

A remote high mast light control has been installed for power saving. Yard lights can be effectively controlled through remote system and project will lead to reduction in electrical energy consumption by 72,000 KWH/Year. Next generation Terminal Operating Software (TOS) - ZODIAC has been introduced. This provides an enabler platform to inbound supply chain and terminal stakeholders with real-time container information, EDI, digital documentation, flexible reporting, smart planning components and web-enabled user interfaces. It comes with reliable core system architecture with the capacity to add other interfaces in the future.

DP WORLD IS BETTING BIG ON THE INDIAN MARKET AND IN SPITE OF THE SLOW GLOBAL TRADE ITS CONTAINER TERMINAL AT MUNDRA HAS RECORDED A REMARKABLE THROUGHPUT. THE COMPANY FOCUSES ON DRIVING PROFITABILITY BY TARGETING HIGHER MARGIN CARGO, IMPROVING EFFICIENCIES AND MANAGING COSTS.

time of 3.42 days for the import cargo. The dwell time for export cargo has also been not more than 3.76 days. This, to a large extent can be attributed to infrastructural efficiency of the terminal witnessed in the average crane moves per hour that was maintained at 31.02. Obviously, the average turnaround time for vessels is bound to be less, which the terminal



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FREIGHT FORWARDER OF THE YEAR Schenker India Pvt Ltd

(L to R) **Mayur Gandhi**, CFO, Schenker India Pvt Ltd, **Somnath Bhattacharjee**, President & Chief Executive Officer, TIL Limited, **Capt Avinash Batra**, Chairman, Seahorse Group, **Rupesh Gupta**, Director – Ocean Freight, Schenker India Pvt Ltd

The focus on continuously improving service levels to customers seems to be paying off for Schenker India Pvt Ltd as the company has been chosen as the “Freight Forwarder of the Year” by the prestigious Gateway Awards 2016. In line with DB Vision 2020, Schenker India has been striving to be a profitable market leader, a top employer and eco-pioneer in the freight forwarding industry. So it is no surprise that the company has been able to record 122,000 million teu of containerised cargo handling during the FY2015-16, while non-containerised cargo handled stood at 32,000 million tonnes (break bulk).

The freight forwarder operates through a global network of 2,000 plus offices of which 44 are located in India. It has a warehousing

During the last year, the number of customer-specific and large distribution centers (Schenker Logistics Centers) have been increased to 13 with a total 61 warehouses covering an area of 2.3 million square feet. These warehouses are opened in the strategic locations near Mumbai, Delhi NCR and Bengaluru. The company has invested in technology for digital management of warehousing facilities including digital storage, paper-less pick-list and picking, sms alert to transporter for picking material and consolidation of road permits etc.

The central documentation units in Mumbai are fully functional to provide faster turnaround time on billing, documentation and invoices. The new e-Schenker portal built with loads of features for new-age logistics facilitates customers during the entire supply chain process with seamless and automated functionalities. Mobile tracking application enables customers to access real-time information on any type of cargo movement around the world.

DB Schenker is evaluating investment planning to strengthen its footprint in the tier II and tier III cities in India to serve its customer at their very door-step. Last year it has increased its office footprint to 44 offices in 37 locations across India. As part of the vision DB 2020, DB Schenker in India is investing a good amount of capital in new innovative products, human resources, new age supply chain technologies and value-added services. DB Schenker's green product portfolio and expertise in eco-consulting are at the heart of strategy for 2020.

SCHENKER INDIA PVT LTD STRIVES TO BE A PROFITABLE MARKET LEADER, A TOP EMPLOYER AND ECO-PIONEER IN THE FREIGHT FORWARDING INDUSTRY. THE FREIGHT FORWARDER IS MAKING MAJOR INVESTMENTS IN EXPANDING WAREHOUSING SPACE IN TIER II AND TIER III CITIES AND IN TECHNOLOGY AUTOMATION TO SERVE EVERY CUSTOMER AT THEIR DOORSTEP.

capacity of 2.3 million sq. ft. During the evaluation period Schenker India handled 90,000 customs files and has reported healthy financials. Earnings after taxes increased by 14.2 per cent over the previous year to peg at ₹4.95 crore. The company has invested ₹17 crore in increasing industrial warehousing in FTWZs and other strategic locations.

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SHIPPING AGENT OF THE YEAR J.M.Baxi & Co

(L to R) R K Ganguly, CEO, J.M.Baxi Group, Jhanvi Mehta, Vice President, Trade All India, MSC Agency (India) Private Limited, Julian Michael Bevis, Senior Director, Group Relations, South Asia, A.P.Moller Maersk

This year has brought more than one reasons for J.M.Baxi to cheer. The integrated logistics company has completed 100 years of moving cargo in 2016 and at the same time has been chosen for the “Shipping Agent of the Year” Award. The shipping agent with 55 offices pan India has presence across all Indian ports. This wide network has enabled it to move containerised cargo volume of 1,00,753 million teu in FY 2015-16. Non-containerised cargo moved by the company includes 224,189,14 metric tonnes of liquid cargo, 350,429,44 metric tonnes of dry bulk and 177,342,6 metric tonnes of break bulk cargo.

The company has terminals dotting both the coasts of India at Kandla, Jamnagar, Vizag, Paradip and Haldia. These are supported

customise and set up an ERP system for Tramp Ship Agency DA process India-wide connecting teams over 30 major, minor and private port terminals with the commercial hub at Mumbai for speedier processing and more efficient analysis of data for facilitating customer satisfaction. The software has been launched from July 1, 2015 and it is perceived as an initiation of the company’s effort towards providing a common platform that has the robustness and flexibility to benchmark all DA processes internationally.

J.M. Baxi also signed a concession agreement for development, operation and maintenance of container terminal at berth no 11 and 12 at Kandla Port. The berth will have a draft of 13 metres, handling upto 65,000 to 75,000 dwt vessels. It will have a length of 545 metres and a handling capacity of 6 lakh teu per annum. The berths will be equipped with four rail mounted quay cranes, eight RTG cranes, four reach stackers and 24 tractor trailers. The terminal will have a backup area of 18.74 hectares. The existing railway siding No.12 will be the dedicated railway corridor to the container terminal, attracting rail borne cargo. A revenue share of 10.44 per cent is being offered to the landlord port as royalty. The project involves an investment of ₹159.81 crore.

Paradip International Cargo Terminal Pvt Ltd, a SPV set up by United Liner Agencies India Pvt Ltd which is a part of J.M.Baxi Group, has inked a concession agreement with Paradip Port Trust for development of a multipurpose berth through PPP mode on BOT basis in order to cater to the container traffic and clean cargo at Paradip Port.

by the off-dock, inland container and cargo terminals and logistics parks at Nhava Sheva and Vizag. J.M. Baxi has therefore established a 2 million teu capacity and a 20 million tonne clean bulk and break bulk handling capacity.

The biggest task undertaken by J. M. Baxi & CO during FY 2015-16 was to develop,

HAVING PRESENCE AT ALL INDIAN PORTS, J.M. BAXI HAS JUST MARKED ITS FIRST CENTURY OF OPERATIONS. THE SHIPPING AGENT HAS INVESTED IN ERP SYSTEMS THAT BRINGS THE ENTIRE TEAM PAN INDIA IN SYNC TO ENSURE RECORD CARGO HANDLING, MORE EFFICIENT ANALYSIS OF DATA FOR FACILITATING CUSTOMER SATISFACTION.

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FEEDER OPERATOR OF THE YEAR Shreyas Shipping & Logistics Ltd

(L to R) **Deepa Joshi**, GM- Commercial, Shreyas Shipping & Logistics Ltd, **Capt Vivek Kumar Singh**, Chief Executive Officer, Shreyas Shipping & Logistics Limited, **Umesh Grover**, Secretary General, CFS Association of India, **Sabyasachi Hajara**, Chairman, Editorial Advisory Board, Maritime Gateway

India's first container feeder owning and operating Company, Shreyas Shipping and Logistics Ltd is all set to maintain its lead in feeder services.

Feeder containers between Indian ports and internationally renowned transshipment hubs, Shreyas has won the "Feeder Operator of the Year" Award in recognition of its efforts to provide better service frequency and create value proposition to its customers. Shreyas has been on the forefront in nurturing coastal shipping in India.

Shreyas operates nine vessels, all under the Indian flag with an average age of 20.22 years, with a total capacity of over 13,500 teu. The combined dead weight of all its vessels sum up to 1,92,771 and a GRT of 1,54,859. The feeder operator handled non-containerized cargo of

economic recovery still remains challenging, the company aims to grow revenues at 10 per cent in FY17. The company plans to have three-dry dockings by end of FY17.

An investment of ₹82.79 crore has been made for acquisition of second-hand container vessels to replace older vessels in the fleet thereby rationalising fleet and improving the efficiency. Vessels have been deployed on new routes on Indian coastal service connection from West India to East India (SSL Sagarmala) with connectivity of Foreign Ports (Jebel Ali). This has given more options to customers for movement of Export / Import cargo from East Coast directly to Jebel Ali without transshipment to Colombo.

Shreyas is also the first container vessel service to connect West Coast to East Coast covering all ports of India between Mundra and Kolkata. It is also the first to start container vessel service connecting East Coast to Jebel Ali port. Shreyas provides connections for Exim transshipment cargoes of main lines, thus adding a vital dimension to the nation's multimodal transportation system.

Recently, Shreyas Shipping and Logistics announced that it has entered into an agreement with Shipping Corporation of India to strengthen coastal shipping and expand its presence on East-West trade lane. This vessel sharing agreement is on two of the services connecting East coast of India to West coast of India and vice versa along with Persian Gulf with addition of new ports. This arrangement brings multiple benefits to the customers, trade and the Indian coastal shipping at large.

SHREYAS PIONEERS TO BE THE FIRST CONTAINER FEEDER OPERATOR CONNECTING INDIAN PORTS TO TRANSSHIPMENT HUBS. IT IS ALSO SECOND TO NONE IN MOVING CONTAINERS CONNECTING ALL INDIAN PORTS ALONG THE WEST AND THE EAST COAST, THUS PLAYING A KEY ROLE IN IMPROVING THE MULTIMODAL LOGISTICS SYSTEM IN THE COUNTRY.

10,000 million tonnes during the FY2015-16, while containerized cargo handled during the evaluation period was 2,29,257 teu. During the evaluation period the company recorded a growth of 7.96 per cent both in operating profit and operating profit margin. Growth in net profit and net profit margin was 3.03 per cent on consolidated basis. Although the



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COASTAL SHIPPING OPERATOR OF THE YEAR **SVS Marine Services Pvt Ltd**

(L to R) **Capt Brijendra Singh**, Chief Executive Officer - Coastal Shipping, SVS Marine Services Pvt Ltd, **Capt S P Rao**, Chairman, SVS Marine Services Pvt Ltd, **S Padmanabhan**, Director, Sattva Logistics Group, **Dhruv Taneja**, Co Founder, Book Your Container Pvt Ltd

SVS Marine Services Pvt Ltd is heading in the right direction to achieve its vision of being a preferred logistics partner internationally. Established in 1998, this complete shipping solution provider has been presented with the “Coastal Shipping Operator of the Year” award in recognition of its efforts for rapid capacity expansion, increasing tonnage and providing effective management.

Operating four bulk carriers, the company handled 7,50,000 mt of non-containerised cargo including cement, clinker, coal, bauxite and steel coils during the FY2015-16. With a young fleet having an average age of just three years the company services on routes: PIP-Magdalla, Jaffrabad-Ratnagiri, Kandla – Magalore, Kandla-Mumbai.

A COMPLETE SHIPPING SOLUTION PROVIDER, SVS MARINE SERVICES PVT LTD MAINTAINS A YOUNG FLEET OF BULK CARRIERS. IT HAS RECENTLY ENTERED INTO COASTAL SHIPPING AND IS PLANNING TO FORAY INTO CONTAINER AND TANKER MARKET. THE DIVERSIFICATION OF SERVICE PORTFOLIO IS JUST IN LINE WITH THE VISION TO BECOME THE PREFERRED LOGISTICS PARTNER INTERNATIONALLY.

Operating profit for the shipping company was ₹16.22 crore on a sales of ₹50.55 crore in 2014-15 as against ₹17.98 crore on a sales of ₹49.21 crore in 2015-16. The company entered the coastal shipping arena in January 2011 by acquiring two newly built Mini Bulk Carriers – RS Type II of 2200 dwt – *M. V. Surya 1* and *M. V. Surya 2*. These vessels are presently

operating in the Gulf of Cambay. Expanding its portfolio of services, SVS Marine intends to diversify into container and tanker market. Presently they are in discussion with IOCL for tanker vessel to trade between Cochin and Karavati islands.

The company is also into ship management since 1999 and is ISO: 9001:2008 certified. SVS Marine manages a roster of over 1,000 officers and crewmembers, holding Indian or foreign certificates of competency. At any given time, more than 40 per cent of these seafarers are onboard its managed vessels, with the remaining serving as backup in the roster. The company manages various types of vessels, including main fleet vessels, tugs (harbour & seagoing), multipurpose vessels, dredgers, platform support vessels, offshore supply vessels, passenger and research vessels, dp-ii ships – diving support vessels, ROV, SOV, etc. SVS is a leader in supplying manpower to offshore and coastal shipping industries.

In 2007, SVS Group incorporated Silver Port Services to provide port management services to minor and captive ports along the Indian coast line. Services offered include pilotage services, supplying and managing harbour crafts, i.e. tugs, pilot boats and mooring boats, to support marine operations, mooring services, radio control room for ship traffic services, maintenance of navigation aids, advising and assisting terminal operator in compliance with government regulatory procedures, compliance with ISPS requirements. Presently, SVS manages the complete harbour operations at Finolex Industries Ltd Sea Terminal, Ratnagiri.



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INLAND CONTAINER DEPOT OF THE YEAR ICD Khodiyar, CONCOR

(L to R) **Pranay Prabhakar**, Chief General Manager, Concor, **Rajeshwar Bhatt**, Director, Suraj Informatics, **Capt Vivek S Anand**, President, Mumbai & Nhava-Sheva Ship Agents Association

ICD Khodiyar of CONCOR, the flagship depot located in the northwest region, bagged the “Inland Container Depot of the Year” Award in recognition of the impressive growth and operational efficiency it has exhibited during the FY2015-16. The depot handled 1,88,827 teu of containerised cargo with average export dwell time of 24 hours and import dwell time of 120 hours. Ever highest imports handled were recorded in December 2015 at 6,417 teu and ever highest exports were handled in March 2016 at 7,402 teu. The depot is highly spacious with warehousing space of 23,700 sq m, 9,000 operational ground slots and another 3,000 slots are being developed.

The depot handled a remarkable 222 export containers per day and 285 import containers

per day with RCC, construction of warehouse no 6 and 7, construction of fire hydrant system and installation and commissioning of high mast electric towers have been completed.

Work in progress includes RCC block laying in and around the warehousing in the adjoining area, building high mast towers for lighting in the adjoining area and construction of warehouse and workshop area. ₹29.81 crore has been invested for the purpose.

Concor strives to maximise productive utilisation of available resources created to deliver high quality of services, and be recognised as setting the standards for excellence. With this objective, CONCOR constantly looks for new and better ways to provide innovative services and aims for customer convenience and satisfaction.

Innovations made by the ICD include: ICD periphery and warehouses fully equipped with fire hydrant; multi-stack vertical stacking of cargo in palletised form introduced in the bonded warehouse; second exit gate for ICD has been added up to decongest the main road; development of surrounding roads to uplift the village road and approach road of ICD done with government of Gujarat (R&B dept) under the ASIDE scheme, CONCOR has sponsored for the work.

CRCL building (Central Revenue Control Lab) has been set up as a trade facilitation. ATMs of BOB and HDFC are set up in the ICD premises for trade facilitation. Work on laying additional line number 4 and 5 is complete and commissioning is in progress.

CONCOR'S MANTRA OF SUCCESS IS OPTIMUM PRODUCTIVE UTILISATION OF AVAILABLE RESOURCES CREATED TO DELIVER OUTSTANDING CUSTOMER SERVICES, AND BE RECOGNISED AS SETTING THE STANDARDS FOR EXCELLENCE. WITH THIS OBJECTIVE, CONCOR IS CONSTANTLY ON THE OUTLOOK FOR NEW AND INNOVATIVE WAYS TO PROVIDE SERVICES AIMED TO DELIVER CUSTOMER CONVENIENCE AND SATISFACTION.

per day during the evaluation period. Posting strong financial growth, the depot managed to attain 5.99 per cent y-o-y growth in operating profit and growth in net profit pegged at 12.64 per cent. The ICD has made significant investments in infrastructure improvements: ₹61.28 crore have been invested and works like additional CC paving, covering of open drain



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CONTAINER FREIGHT STATION OF THE YEAR JWC Logistics Park Pvt Ltd

(L to R) **Ravi Menon**, Director - Ocean Vertical, LCL Logistix (India) Pvt Ltd, **Kruti Jobanputra**, Director, JWC Logistics Park Pvt Ltd, **Lalit Jobanputra**, Chairman & MD JWC Logistics Park Pvt Ltd, **Thaddeus Choo**, Managing Director, OOCL (India) Pvt Ltd, **Raaj Jobanputra**, Director, JWC Logistics Park Pvt Ltd, **Dhruva Madhvan**, Management Trainee

Operating in the logistics industry for more than three decades, the JWC Group has been part of the logistics revolution in India and rightly deserves the “Container Freight Station of the Year” Award it was presented at the Gateway Awards 2016 event, in recognition of its innovation in operations, value proposition to customers and record volume handling. JWC Logistics Park is situated near the JNPT Port and is spread over 17 acres of land, handling movement of over 5,000 teu a month. The CFS can hold 2,600 teu at any given point of time and strives to become a one-stop shop for all the foreign trade.

The CFS handled a record 58,245 teu of containerised cargo, recording a 45 per cent Y-O-Y growth in FY2015-16. 260 export

profit and 169 per cent growth in operating profit margin. Maintaining a healthy balance sheet, the CFS recorded 145 per cent growth in net profit.

The CFS has invested ₹25 crore in container yard/ warehouse expansion. Major milestones achieved this year is the CFS has acquired AEO status and has become ISO and CTPACT certified. It has developed temperature controlled warehouses for perishable and pharma goods, GPS tracking system developed for transport, CODEX – online invoice and collection system and online tracking of containers has been introduced.

The CFS has added flexi storage space for 500 domestic containers. Dedicated auto mobile storage area of 2,00,000 sq. ft. has been developed. Dedicated area for textile industries – export of Pich and Pach, import, sorting, labelling and repairing. It offers in-house custom examination and EDI facilities for custom clearance under DEEC/DEPB schemes. To facilitate clients the CFS offers to store cargo under bond and seek partial releases, in order to phase out the payment of customs duty according to requirement. 15000 Sq. ft of office space has been provided for CHA's and shipping companies. The automated recording system at the gates automatically captures and records images of the container, the vehicle registration number and the weight of the container at the entry point into the CFS, which enables the shipping line to know the condition in which the container has reached the Container Freight Station.

JWC GROUP STRIVES TO OFFER COST-EFFECTIVE WORLD-CLASS INTEGRATED LOGISTICS SOLUTIONS AND BECOME A ONE STOP SHOP FOR ALL THE FOREIGN TRADE. THE CFS HAS POSTED IMPRESSIVE BUSINESS GROWTH IN SPITE OF DULL EXIM SCENARIO AND IS CONTINUOUSLY INVESTING IN CAPACITY EXPANSION AND TECHNOLOGY.

containers and 53 import containers were handled on daily basis during the evaluation period. It has a warehousing space of 4,50,000 sq. ft and operates with a team of 5 reach stalkers and 65 forklifts. Average dwell time for export and import is three hours.

In spite of the dull EXIM scenario, the CFS posted a 210 per cent growth in operating



CONTAINER FREIGHT STATION OF THE YEAR **Allcargo Logistics Limited**

(L to R) **Ravi Menon**, Director - Ocean Vertical, LCL Logistix (India) Pvt Ltd, **Pramod Kokate**, Chief Commercial Officer, Allcargo Logistics Limited, **Sanjay Chauhan**, Senior General Manager – Business Development CFS, **Sadanand Salian**, Head CFS Operations – Western Region, **Thaddeus Choo**, Managing Director, OOCL (India) Pvt Ltd

Beating the competition, Allcargo Logistics Ltd, India's first and largest integrated logistics solutions provider has grabbed the "Container Freight Station of the Year" Award for the second consecutive time.

The CFS handled 305,616 teu containerised cargo during FY2015-16, marking a 5 per cent growth over the previous year. It operates with 6 sidings served with 4 rubber tyre gantry cranes, 19 reach stalkers and 64 forklifts. The CFS has ample warehousing space of 874707.65 square feet and 4616 ground slots. The average dwell time for import cargo is just 8-10 days. The CFS handled 217 teu of export containers per day and 768 teu of import containers during the evaluation period.

to be fully operational by end of 2017, is in full swing. The facility will also be strategically located to serve EXIM business of bordering areas of Eastern Region including Nepal and Bhutan. It is also coming up with a brand new warehouse having total area of 1,50,000 Sq ft at Nhava Sheva.

To cater to the increasing container traffic in the country, Allcargo has planned to set up a logistics park in Jhajjar, Haryana. The project will comprise of rail-linked private freight terminal catering to railway cargo movement, FTWZ, domestic tariff area and other related activities. It will also have the facility to handle both in-bound and out-bound contract logistics services. The company has identified about 200 acres of freehold agricultural land for developing the logistics park which is in close proximity to Dedicated Freight Corridor.

Key technological innovations made during the year include:

Developed a mobile app for customers to gain information at the tips of their fingers using Android and iOS compatible mobile app.

E-payment and E-invoice – Customers can access Allcargo website to generate their own invoice and make online payments.

Token Management System developed for providing transparent, reliable and assured services to gain customer confidence.

Automation in monitoring – Host of automated reports and monitoring tools for the express purpose of monitoring vital stats of the trade within the facility to ensure up to date information for the customer.

ALLCARGO BAGGED THE AWARD IN RECOGNITION OF INNOVATION IN OPERATIONS, PROVIDING VALUE PROPOSITION TO CUSTOMERS AND FOR RECORD VOLUME HANDLING. THE COMPANY HAS BEEN CONTINUOUSLY EXPANDING CAPACITY IN THE INDUSTRIAL AND MANUFACTURING HOTSPOTS OF THE COUNTRY, INVESTING IN TECHNOLOGY AND AUTOMATION TO CATER TO THE GROWING CONTAINER TRAFFIC.

For the FY 2015-16, operating profit of the CFS grew by 22 per cent and net profit increased by 14 per cent.

Expanding its reach, Allcargo recently announced the investment of ₹35 crore to set up a CFS facility near Kolkata Port. The construction of this facility, which is expected



CSR EXCELLENCE OF THE YEAR Krishnapatnam Port Company Ltd

(L to R) **Raj Khalid**, India Representative, Port of Antwerp, **Anil Vendhuri**, CEO & Director, Krishnapatnam Port Company Limited, **Capt Deepak Tewari**, Chairman, Container Shipping Lines Association

Every organisation has its unique culture and fabric, only a few go out of their way to earnestly serve people and give back to the society at large. KPCL is one such organisation. Balancing sustainable development along with business growth, the private port has emerged as the winner of “CSR Excellence of the Year” Award, in recognition of the outstanding service rendered during the 2015 calamity in Chennai. The award also recognises most impactful sustainable initiatives benefiting communities around the port at large.

The private port undertakes CSR activities through CVR Foundation. The Foundation involves and invests into education, skill promotion and job development, health, safety, sanitation and environment, community and local economy development.

KRISHNAPATNAM PORT COMPANY LTD HAS DONE OUTSTANDING WORK IN UPLIFTMENT OF THE UNDERPRIVILEGED BY CREATING SEVERAL PLATFORMS TO ENGAGE THEM AND BUILDING NECESSARY INFRASTRUCTURE TO SUPPORT THEIR GROWTH AND EMPOWER THEM BY MAKING THEM 'PARTNERS IN PROGRESS.'

CSR Activities:

The port has created several platforms for the engagement of weak communities and has built necessary infrastructure to support their growth and empower them by making them 'partners in progress.' Some of them achieved in the last fiscal are listed below:

- Installed a reverse osmosis water plant in the rehabilitation and resettlement colony.
- The 'Navyatha Tailoring Centre' which started off as a small unit has become a major production center. Last year it produced 11,000 units of garments.
- A new building has been added to the existing CVR English Medium School.
- Krishnapatnam Academy of Professional Studies in affiliation with Vikrama Simhapuri University inducted new students for the last academic session with courses on “Fire & Safety”, “Environment Health & Safety” and “Port Operations & Terminal Management.”
- Krishnapatnam Port Dental Clinic has rendered services to more than 1,200 patients.
- A special taskforce 'Save Chennai Mission' was formed with more than 500 people with a goal to support, scale up emergency efforts, reach out to the rescue of distressed citizens of flood-hit Chennai and provide assistance such as clean drinking water, medical care and food. Furthermore, it arranged helicopters to carry out aerial surveys and reach out to the cut-off areas for food droppings.
- The Foundation distributed 60,000 food parcels, 50,000 liters of drinking water, 20,000 liters of milk and a large number of packets containing blankets, t-shirts, emergency medicines and other supplies to those affected by floods in Chennai.



2016
THE GATEWAY AWARDS
THE BENCHMARK OF INDIAN MARITIME BUSINESS



EXCELLENCE IN MARITIME EDUCATION Maritime Training Institute - The Shipping Corporation of India Ltd

(L to R) **Capt Philip Mathews**, Sr Vice President & Principal, MTI, The Shipping Corporation of India Ltd, **Sabyasachi Hajara**, Chairman, Editorial Advisory Board, Maritime Gateway, **Vivek Kele**, President, AMTOI

The issue of ageing workforce in the shipping sector has often been voiced by industry leaders at various forums. Shipping Corporation of India by its training Institutes – Maritime Training Institute has contributed significantly in emergence of our country as an advanced seafaring nation. The “Excellence in Maritime Education” Award has thus been rightly presented to the Maritime Training Institute of SCI. SCI lays great emphasis on training and re-training of maritime personnel. The Maritime Training Institute is located on 45 acres of land in prime area on the shores of Powai Lake in Mumbai. SCI has recently established a training institute at Tuticorin in collaboration with V.O.C. Port Trust.

MTI Powai has advanced facilities for

part of the institute. MTI has hostel facility to accommodate up to 230 participants and a large playground, gymnasium for residential students and a guest house are inside the campus. Recently one additional floor is constructed in the main academic building for various new courses.

MTI (Powai) of SCI is a branch of the World Maritime University, Sweden and affiliated to Indian Maritime University. All pre-sea courses of MTI, Diploma in Nautical Science Course (DNS) and Graduate Mechanical Engineers Course are rated as A-1 (Outstanding) as per the Comprehensive Inspection Program of the Directorate General of Shipping. MTI has been adopting advanced teaching techniques for many years. So far it has trained more than 150,000 candidates including more than 3000 cadets including marine engineering cadets. MTI cadets are also well recognized abroad for their qualities.

MTI has large faculty resource of experienced Master Mariners, Chief Engineers and other professionals working on regular as well as visiting basis. Most of the faculty members are postgraduates from the World Maritime University. MTI faculties and instructors are encouraged to upgrade their knowledge by attending relevant courses and seminars. Some faculty members have also served as external examiners of DGS for COCs in Nautical and Engineering. While MTI regular faculty members and instructors have average teaching experience of 5 years, visiting faculty members have an average teaching experience of 10 years.

THE AWARD UNDERSCORES THE MARITIME TRAINING INSTITUTE'S OUTSTANDING EFFORTS IN ESTABLISHING HIGHEST QUALITY OF FACILITY AND CREATING WORLD-CLASS INFRASTRUCTURE. THE INSTITUTE HAS BEEN RELENTLESSLY TRAINING AND RE-TRAINING MARITIME PERSONNEL AND HAS POSITIONED INDIA AMONG ADVANCED SEAFARING NATIONS, CONTRIBUTING SIGNIFICANTLY TO THE GLOBAL POOL OF SEAFARERS.

maritime education and training including workshop, simulators, laboratories i.e. GMDSS and ECDIS, well-resourced library etc. Advanced fire fighting training mock-up at MTI, is one of the oldest and the best in India now. Apart from air-conditioned classrooms and a seminar room of capacity 40, an auditorium of capacity 200 is also an integral

Bollywood meets maritime

Following his heart and passion relentlessly Rajat Kapoor talks about his love for theatre and how he balances creative fulfilment with money making in this highly commercial industry



Ramprasad, Editor in Chief, Maritime Gateway in a one-to-one with Writer, Director, Producer and Actor Rajat Kapoor.

The surprise element at the awards night was a rendezvous with writer, director and actor Rajat Kapoor. The audience saw a short compilation of shots from his various films as they welcomed Rajat Kapoor with a huge applause. Ramprasad, Publications Director, Maritime Gateway introduced him to the maritime fraternity. The shipping industry is cyclical in nature and is currently going through a rough phase. Inviting a person from outside the industry who has seen the ups and downs in life/career was indeed motivational for the gathering.

All kids love watching movies and get engrossed while doing so, admire the super stars. But Rajat Kapoor was different as he made a very serious decision at the innocent age of 14, choosing film making as his career, and his determination was strong enough to remain unshaken till he turned into an actor, director and writer over the years. Born in Delhi in 1961, Rajat joined a theatre group called "Chingari" in 1983 in Delhi and later on moved to Pune to join Film and Television Institute of India (FTII). He made his debut in commercial cinema in 1989 in Kumar Shahani's film "*Khayal Gatha*." Later

on, as he found it difficult to find roles in movies, he took to writing and directing, which clicked for him and there was no looking back thereafter.

As a director his debut movie was "*Private Detective 2+2+1*" and in 2001 he got his big break in Amir Khan's "*Dil Chahta Hai*." His movie "*Raghu Romeo*" won the National Film Award for the best feature film in Hindi and another film "*Ankhon Dekhi*" got the best story award at the Star Screen and Film Fare Awards.

Looking back at his professional life, Rajat says he has not worked for a single day in his life because he followed his passion rather than struggling for fame and money. "I always do films in which I believe, so the journey has been tough but there are no regrets," says Rajat.


His initial films even though they won awards, but did not click commercially. His first film "*Private Detective*" was not even released commercially. It was even difficult to find financiers and so his second film "*Raghu Romeo*" was crowd funded which flopped terribly. Every part of film making is enjoyable except looking for money, reveals Rajat.

Later, Sunil Doshi, a producer

Scintillating performance by Master Rishab



Awards are about celebrating excellence and any celebration is incomplete without music. This time the musical performance was by an artist from within the maritime family, so that the industry could better relate to it. 12-year old Master Rishab, son of Capt Ramnath Vaidyanathan, Director & Project Lead, Adani Ennore Container Terminal Pvt Ltd played scintillating film numbers on the keyboard further boosting the mood of the winners. This also marked the debut stage performance of Rishab.

offered him to make a small budget film in just ₹60 lakhs and that's how "*Mixed Doubles*" was made, followed by "*Mithya* and "*Bheja Fry*." But it is difficult to manage creative fulfilment and yet survive in such a commercial industry, admits Rajat, who never had craving for the glamorous industry. Being actor as well as a director helps him because one gives greater empathy into the other role. "If I had never acted in a film I would have been cruel to actors, but as I have also been in front of the camera I can empathise more with them. As an actor I am very submissive and do what the director wants." As an individual Rajat is calm, generous and gentle. Disclosing his love for theatre Rajat says, "Other than film making I enjoy theatre very much and this is one thing which I would never want to give up." 



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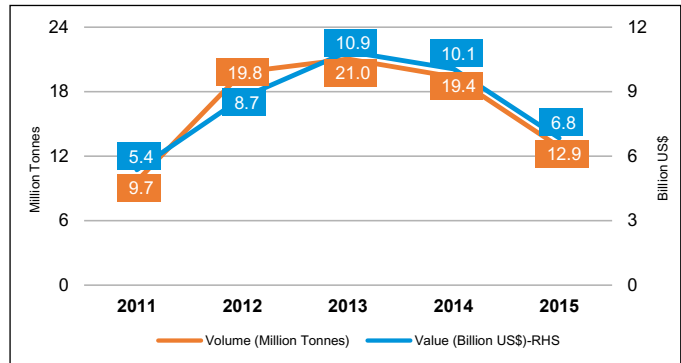


Commodities that will rule

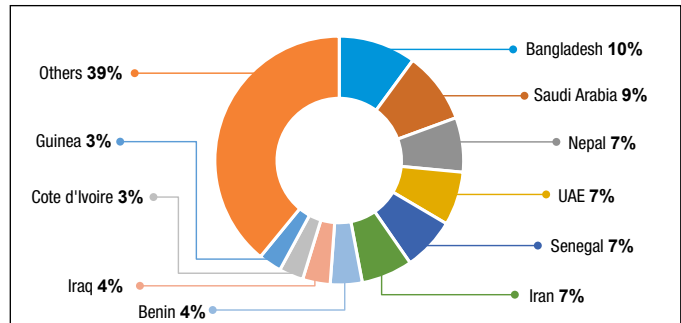
This year's report looks at EXIM profile and potentiality of top commodities



CEREALS EXPORT VOLUMES



CEREALS MAJOR EXPORT DESTINATIONS



Indian container market report 2016 was released during the inaugural session of Containers India, marking the continuous efforts of Maritime Gateway to provide market insights and business intelligence to the industry.

The report prepared by Gateway Research with able guidance of Drewry Maritime was unveiled by Chief Guest Dr. John Joseph, Principal Commissioner of Nhavasheva Imports and Chief Commissioner of Customs joined by other dignitaries namely Neeraj Bansal, Deputy Chairman JN Port, Capt Deepak Tewari, Chairman CSLA, Adarsh Hegde, Joint MD Allcargo Logistics and Sabyasachi Hajara, Chairman of Editorial Advisory Board, Maritime Gateway and Ramprasad, Editor-in-Chief and Publisher, Maritime Gateway.

UNCOMTRADE database was used for getting trade data in developing the commodity profiles and volumes. This analytical report opens up 20 major commodity profiles based on high growth potential in both export and import



Dr John Joseph, IRS, Chief of Commissioner Zone II Customs, Mumbai releasing the Indian Container Market Report 2016.

segment. In addition to this, the report has collated information of infrastructure facilities available at all Indian terminals. Also, terminals have been ranked based on their throughput for FY16. The report also examined performance of all container terminals during FY16.

Hard copies of the report were made

available to all the participants of the conference. It will be available on Maritime Gateway website for free download. Highlights of the report will be published in the October issue. [img](#)

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- Trade and industry associations
- Lawyers / Insurance Companies / Consultants

5th
OCTOBER
2016

02:00 PM ONWARDS
HOTEL SHANGRI LA
BENGALURU

PROGRAMME

- 14:00 : Registration
- 14:30 - 15:30 : Inaugural Session
- 15:30 - 16:30 : Business Session One:
Logistics infrastructure: Present & Future
- 16:30 - 17:00 : Coffee Break
- 17:00 - 18:30 : Business Session Two:
**Enhancing time and cost efficiency:
The way forward**
- 18:30 onwards : Networking and Cocktail Dinner



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Connecting with the industry

The newsletter connects the shipping, logistics, policy makers and regulators and gives a message to the global community on what India offers them



(L to R) **Ramprasad**, Editor in Chief, Maritime Gateway, **Adarsh Hegde**, Joint MD, Allcargo Logistics, **Naresh K Parekh**, MD, Parekh Marine Agencies Pvt. Ltd., **Mukesh Oza**, CEO and President, Samsara Group, **Dr John Joseph**, IRS, Chief of Commissioner Zone II Customs, Mumbai, **Neeraj Bansal**, Deputy Chairman JN Port, **Capt Deepak Tewari**, Chairman, CSLA, **Sabyasachi Hajara**, Chairman, Editorial Advisory Board, Maritime Gateway

Container Freight Station Association of India that is committed to serve the trade through its activities has come up with a quarterly newsletter, the debut edition of which was released at the inaugural session.

Detailing on the concept of the newsletter, **Umesh Grover, Secretary General, CFSAI** said, the managing committee aims to interact very closely



with all the stakeholders, resolve issues and move forward. In this context the association is revamping its website and also bringing out a publication that will connect the shipping, logistics, policy holders and regulators and this should flow the world across to give a message to the global community on what India offers them.

The contents of this debut edition of the quarterly newsletter have been carefully planned to include interviews of one senior most policy maker in the government, one regulator and one industry expert. As we proceed we will look for suggestions and critical inputs to improve the quality of the newsletter issue by issue, said Grover.

Mukesh Oza, Group President &

CEO, Samsara Group and Naresh K Parekh, MD, Parekh Marine Agencies Pvt. Ltd., Umesh Grover and other dignitaries on the stage joined **Dr John Joseph, IRS, Chief of Commissioner Zone II Customs, Mumbai** for releasing the debut edition of the newsletter amidst huge applause. "The newsletter will be extremely informative and useful to everyone and anyone dealing with the containerised trade in the country," said Dr John appreciating the launch of the newsletter.

Giving a flashback on the inception of containerisation of goods, he said, In the early '50s when containerisation of trade had not started the cost of freight involved in the value of goods was almost 15 to 25 per cent and if that trend had to continue then international trade would not



Dr John Joseph, IRS, Chief of Commissioner Zone II Customs, Mumbai addressing the gathering.

have prospered. A gentleman named Malcolm initiated the concept of containerisation and 60 years back the first container ship sailed from port Elisabeth to Port Amsterdam.

Sharing his opinion on the worries over slowdown in trade he said, as developed economies prosper the demand for services will increase but not goods as consumption is limited. On the contrary, India is a huge market and majority of the population is below the poverty line, so there is huge demand for goods here. But for buying goods people need purchasing power. Meeting this critical need the government is coming up with various initiatives that directly give money into the hands of the people thereby improving their purchasing power. And the 'Make in India' programme is all about manufacturing goods.

Currently, China is the manufacturing hub of the world and as long as it has industrial capacity it will be easier to source from them until we come up with better solutions for cutting cost and become self-sufficient in production as well. Today, the trade is worried about the declining demand for goods in Europe and the slowdown in China. But, on the other hand another continent – Africa is picking up with growing demand for commodities and opening up as a new market. While the shipping business is cyclical in nature, but in tough times only the fittest will survive, so people need to adapt, innovate and change with time.

Towards the conclusion of his address, Dr John touched upon GST and AEO programmes. GST has been introduced but how it will be administered is a key challenge for the centre and state governments. He encouraged more people to join the Authorised economic operator programme to promote ease of doing business. [m7](#)



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