



INTERVIEW
Vinay Shetty, MD
 Canadian Solar India

FIATA WORLD CONGRESS 2018
 Showcasing
 Brand India

REWIND 2017
 Light at the end of
 the tunnel

DREDGING
 Changing Dynamics
 of Dredging Industry

south asia's premier maritime business magazine

maritime gateway

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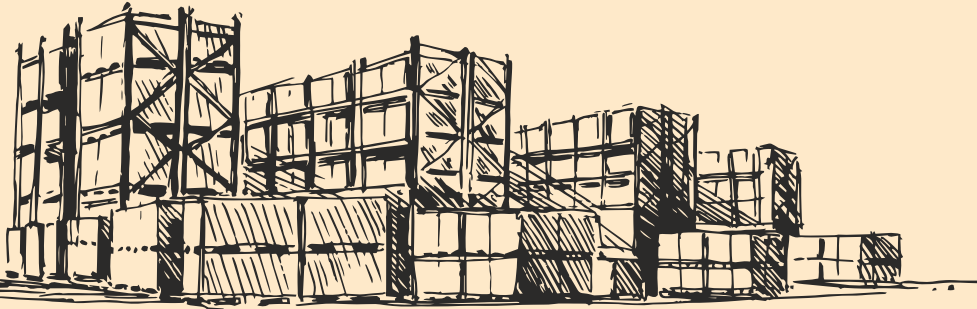
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₹ 100

"We believe in India's growth story and like to be part of it."

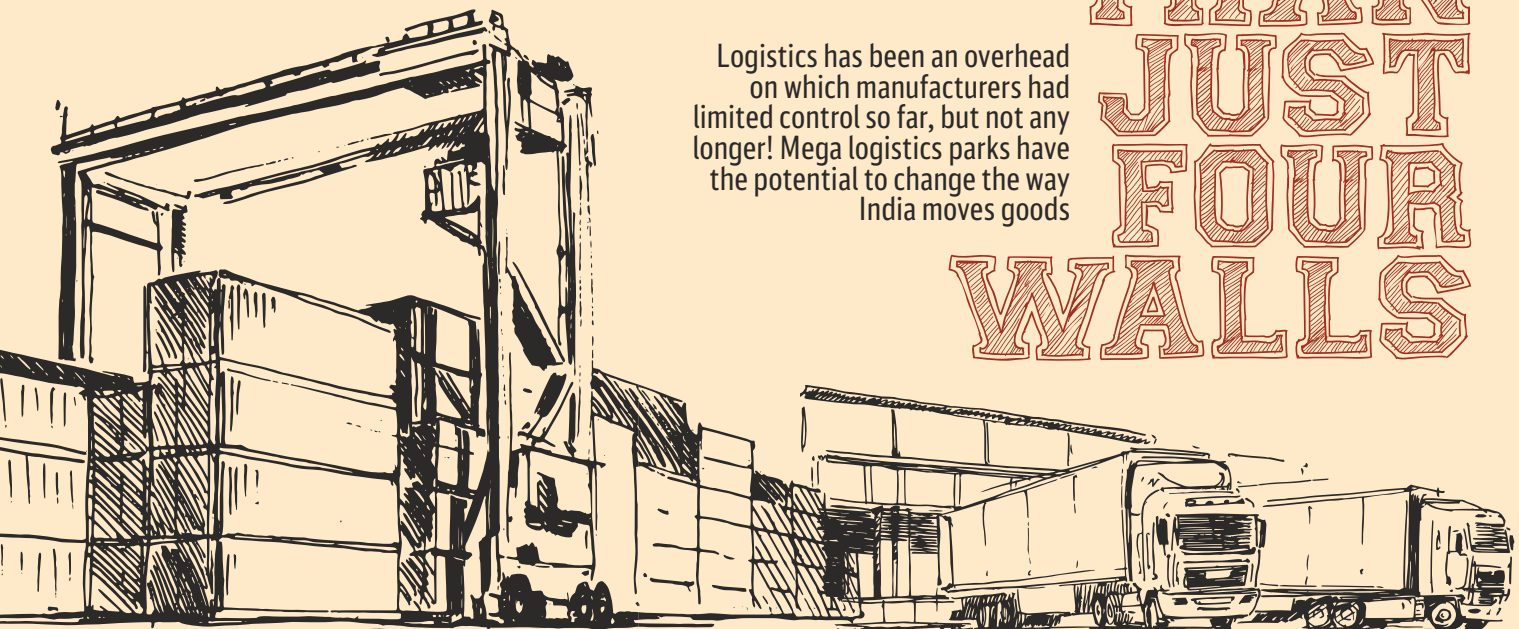
Jacques Vandermeiren
 CEO, Port of Antwerp



LOGISTICS PARKS

**MORE
 THAN
 JUST
 FOUR
 WALLS**

Logistics has been an overhead on which manufacturers had limited control so far, but not any longer! Mega logistics parks have the potential to change the way India moves goods





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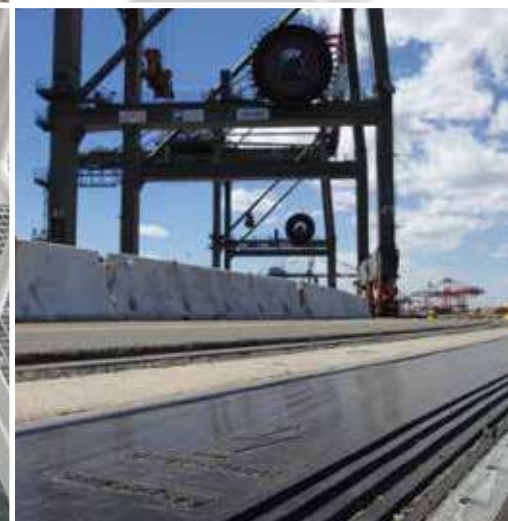


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A much needed and timely action

The industry could not have asked for a better gift this Christmas season than according the infrastructure status to the logistics industry. The government's action towards granting this important label to the new sunrise sector means many things. The market reacted to it almost instantly with the stocks of Allcargo Logistics, Snowman Logistics, Navkar Corporation, TCI going up many basis points. By bringing logistics at par with roads in term of its status, the government has provided the necessary platform for development.

First, that it is serious about ensuring the development of the logistics sector is a coherent approach is indicated by appointing the former director general of Directorate General of Supplies and Disposals (DGS&D) Binoy Kumar as Special Secretary in charge of logistics. His office will look at streamlining processes and making sure the benefits of easy finance and tax credits are made available to the last man standing too. Including the shipping, inland waterways, coastal shipping and allied areas of transport under the wider umbrella of logistics will help these areas ascend the growth curve. By extension this would also mean more private participation and investment in to warehousing, industrial parks and transportation.

CII observes that infrastructure status for the logistics sector can result in an integrated planning of logistics

infrastructure, better utilisation of assets, timely maintenance and upgradation.

GST is luckily the other big factor. The easier access to capital and long-term borrowing will result in large format warehouses cropping up across the country. This will eventually bring down the cost of logistics, which, in turn, will boost demand for Indian goods and further the Make in India cause. To measure India's logistics performance, in 2017, India's logistics performance improved from 54 to 35 under World Bank Logistics Performance Index (LPI). The government expects the Indian logistics sector to grow to \$360 billion by 2032 from the current \$115 billion. To improve India's ranking in the LPI, this measure was non-negotiable. This will lead to better access to funds and consequent rise in investments for ICDs, CFSs and MMLPs. Perhaps the only task left unfinished is the introduction of a logistics policy that would ensure uniformity of regulations for all and a clear path of charting the growth for the industry.

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“
India's logistics performance improved from 54 to 35 under World Bank Logistics Performance Index (LPI).
”

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FIATA WORLD CONGRESS 2018 Showcasing brand India

FIATA World Congress 2018 will be a platform to highlight the importance and opportunities in the sunrise sector of logistics in India before the world.

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DREDGING

Changing dynamics of dredging industry

As maritime sector is going through a makeover, to understand the changing dynamics of dredging industry globally and in India in particular, we caught up with Prof. Dr. George Yesu Vedha Victor, President, Mercator Limited; and Member of Board, EADA, & Secretary General, EADA (India).

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LEADERSHIP

Trade, Tradition and Technology

The “T” in WISTA stands for trade, which means meeting people and seeing what business you have in common. The other two T’s that have a strong influence over our industries are Tradition and Technology, says Despina Panayiotou Theodosiou.



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REWIND 2017

Light at the end of the tunnel

The global industry got some respite in the second half of the year with cargo volumes growing. Logistics players in India are expanding capacity to meet the rise in demand coming from increased economic activity.

SLS BENGALURU REVIEW



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Smart Logistics Summit comes to Bengaluru

After an overwhelming participation in 2016, the mega logistics summit taking the mettle forward came back to the cosmopolitan city of Bengaluru this year in the form of “Smart Logistics Summit & Awards 2017” in a more grandeur avatar.

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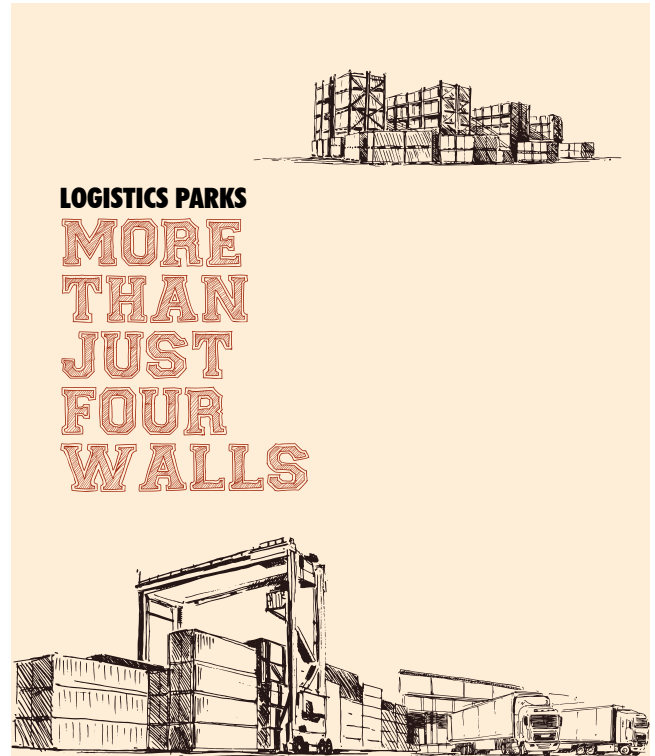
Managing Container Supply Chain: A Shipper’s Perspective

It is incumbent on the ports to customise solutions to ensure quality of service always remains superior. Customisation and automation of port procedures is the need of the hour.

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Connecting to Gateway Ports: Optimising Time and Cost

Ports should ramp up infrastructure and implement new technologies that increase efficiency and security.



LOGISTICS PARKS

MORE THAN JUST FOUR WALLS

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COVER STORY

In the entire journey of a commodity from production to consumption, logistics has been an overhead on which manufacturers had limited control so far, but not any longer! Mega logistics parks have the potential to change the way India moves goods.

INTERVIEW

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“WE BELIEVE IN INDIA’S GROWTH STORY AND LIKE TO BE PART OF IT.”

JACQUES VANDERMEIREN

CEO, PORT OF ANTWERP



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REDEFINING LOGISTICS LANDSCAPE

VINAY SHETTY

MD, CANADIAN SOLAR INDIA



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High-tech shipping containers bring US students and Syrian refugees face-to-face



Brooklyn-based arts and technology collective Shared Studios has initiated a project called "The Portal" that

places shipping containers decked out with audio and visual equipment in locations all over the world, with the

goal of helping people come face-to-face with someone in a distant Portal live and full-body, as if in the same room.

The latest installation, at Harvard University, is meant to allow students at Harvard and the nearby Cambridge Rindge and Latin School to connect with Syrian refugees living in Germany, Jordan, Palestine and Iraq. Prior to the stop in Cambridge, the project's shipping containers landed in countries including Cuba, Iran, Kenya, Mexico and Rwanda.

Tata Steel may use Adani Hazira Port

Tata Steel Ltd, a contender for Essar Steel Ltd's assets, has secured an informal commitment from the Adani group for use of its port in Hazira, Gujarat, if the Tata group company wins the bid for the bankrupt steel maker's assets located in the vicinity. It has been reported that Adani group has given its informal consent to Tata Steel for constructing an additional port terminal exclusively for Essar Steel if there is a change of control in the company and the current facilities are no longer available.

M. V. SSL Brahmaputra makes maiden call at Mundra Adani Terminal



The recently acquired 13th vessel of Shreyas Shipping - 4,253-teu M V SSL Brahmaputra (LOA - 260.05 m; Beam - 32.35 m) made her maiden call at Mundra Adani Terminal. The vessel arrived at Mundra after delivery in Singapore and loaded 1,500 teus here.

RINL to take coastal route

The Visakhapatnam steel plant - Rashtriya Ispat Nigam Ltd (RINL) - has made all arrangements to undertake coastal shipping of its products across the country. The steel plant has awarded the ₹75-crore annual contract for despatching 90,000 tonnes to Ahmedabad, 75,000 tonnes to Mumbai and 60,000 tonne to Kochi. The contract will be executed by a consortium of Shreya Shipping Logistics Ltd and Srivalli Shipping. Till now, RINL is transporting TMT bars, wire rods and other products to various stockyards by road and rail. Coastal shipping will be a more economical mode of transport for RINL, saving on logistics cost while reducing pollution.

Safmarine's first block train from Sahnewal

Safmarine achieved a breakthrough in store-to-door logistics by transporting 90 teu's from Ludhiana to Mundra in one single train. For the very first time in India, Safmarine has enabled the movement of 90x20 containers (full rake capacity) for a single shipper on one single train. This milestone was achieved in association with Flying Trade India Pvt Ltd and Gateway Rail. The full rake of rice cargo are on its way to Felixstowe in the United Kingdom.



APM Terminals Pipavav reports Q2FY18 performance



at ₹828 million and EBIDTA margin stood at 55 per cent.

The container cargo business for the quarter stood at 160k teus, bulk business was at 518k MT and liquid business was at approximately 276k MT. RoRo business was approximately 19,000 units for the quarter ended September 30, 2017.

For the Q2FY18, APM Terminals Pipavav reported a net profit of ₹442 million as against ₹594 million in Q2FY17. Total Income for the quarter under consideration stood at ₹1,517 million as against ₹1,722 million in Q2FY17. EBIDTA for the quarter was

CMA CGM sails on LNG

On the occasion of the COP23 in Bonn (Germany), the CMA CGM Group is pleased to announce its decision to equip its 9 future ships of 22,000 teus to be delivered in 2020, with engines using LNG. CMA CGM will be the first shipping company in the world to equip giant containerships with this type of motorisation. The use of LNG is a real technological breakthrough that will yield significant benefits compared to heavy fuel oil: up to 25 per cent less CO₂; 99 per cent less sulphur emissions; 99 per cent less fine particles and 85 per cent less nitrogen oxides emissions.

Engineering exports to Bangladesh on the rise

Indian engineering companies have now gained acceptance on a global scale and the exports of their products to Bangladesh have nearly doubled in the last five years. India's global engineering exports stood at \$65.23 billion in 2016-2017. India is exporting transport equipment, capital goods, machinery/equipment and light engineering products such as castings, forgings and fasteners to US, Europe, Japan and South Korea, among others. India is one of the most important suppliers of these products to the Bangladesh economy. In the last five years, engineering exports to Bangladesh have nearly doubled to \$2 billion.



Mumbai to Goa on cruise



Cruise line services between Mumbai and Goa will begin by the first week of December and hotels have been requested to construct floating jetties to facilitate ferrying tourists to their resorts, said Union minister of shipping Nitin Gadkari. If the project proves to be successful, more waterways for ferry services would be developed.

Engineering exports on the rise

Engineering exporters' body EEPC has said that exports to the US went up by a massive 91 per cent to \$1.53 billion in September, from \$551 million in the same month of the last fiscal. And in the April-September 2017 period, the increase was of 47 per cent to \$4.79 billion value from \$3.25 billion in H1 2016-17. Engineering exports to most of the developed economies surged, including Europe, the UAE and China.

Haryana government inks MoU for logistics park

The Haryana government signed a MoU with Verbind, an integrated trade facilitation services organisation, to set up a logistics and trading hub in the state that would attract investment to the tune of ₹20,000 crore. The hub will be spread over an area of 600 acres near Gurugram, and the public-private project is expected to generate employment for six lakh people. The Haryana State Industrial and Infrastructure Development Corporation (HSIIDC) will be the nodal agency for the project.

Transport Corporation reports 30 per cent jump in Q2 net earnings

Transport Corporation of India has reported 30 per cent jump in Q2 net earnings, which indicates the



rise in demand for trucking post GST implementation. Net profits in July-September period increased to ₹25.6 crores from ₹19.7 crore during the same period in 2016. Revenue was up 16.6 per cent on a year over year basis to ₹527.4 crore from ₹452.3 crore. The net income in first half of this year stood at ₹43.2 crore, up 24 per cent from ₹34.8 crore recorded in first half of 2016. TCI has a total of 6000 trucks, four cargo ships for coastal shipping and about 11 million square feet of warehousing space.

LNG terminal at Ennore Port

Indian Oil Corp. Ltd (IOCL) is planning to sell bonds worth ₹700 crore to part-finance the construction of its upcoming natural gas terminal at Ennore in Chennai. IOCL is building the ₹5,000-odd-crore terminal for import, storage and regasification of LNG at Ennore's Kamarajar Port. The terminal will be owned by Indian Oil LNG Pvt Ltd, an equal joint venture with a partner who is yet to be finalized. Construction of the terminal, which began in August 2015, is now 80 per cent complete. When completed, this will be the first LNG regasification terminal on India's east coast.

Snowman Logistics announces Q2 FY2018 results

During the second quarter ended September 30, FY18, Snowman recorded sales of ₹45 crore as against ₹48 crore during the previous quarter ended June 30, 2017. EBITDA increased to ₹9.6 crore from ₹9.2 crore, a growth of 4 per cent for the same period.

When compared to last year or the quarter ended September 30, FY17 the sale is down by 5.44 per cent and EBITDA is up by 126 percent. The company made a net loss of ₹3.6 crore for the quarter ended September 30, FY18 as against a loss of ₹8.3 crore in the previous year.



“ The government has undertaken a range of transformational initiatives. India is now the most preferred investment destination in food processing sector. 100 per cent FDI, is now permitted, for trading, including via e-commerce, of food products manufactured in India.”

– Narendra Modi
Prime Minister of India

“ The LNG market is getting shorter, more liquid and transparent, that suits market like India as there are going to be more LNG available on the spot trade... With the increasing number of terminals along the coasts, I see great amount of LNG being sold to India.”

– Martin Houston
Vice-Chairman, Tellurian Inc.



“ India is a country that is well-known to us and a country we believe in. If there is a proposal coming from a greenfield port and where we feel we are comfortable with, we will certainly look at it.”

– Jacques Vandermeiren
CEO, Antwerp Port Authority

“ India could aspire to develop 20-25 per cent of its steel capacity along the country's coastline by 2025 to meet its export targets.”

– Chaudhary Birender Singh
Union Minister for Steel



“ The logistics industry would continue to benefit from economic recovery and revival in industrial output, while supply side factors like improvement in logistics infrastructure and emergence of logistics startups would offer further impetus to growth.”

– Shamsher Dewan
Vice President and Sector Head
Corporate Ratings, ICRA



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- Achieving customer satisfaction through high quality service

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 **Mr. Richard Vallihu, CEO**
Transnet National Ports Authority



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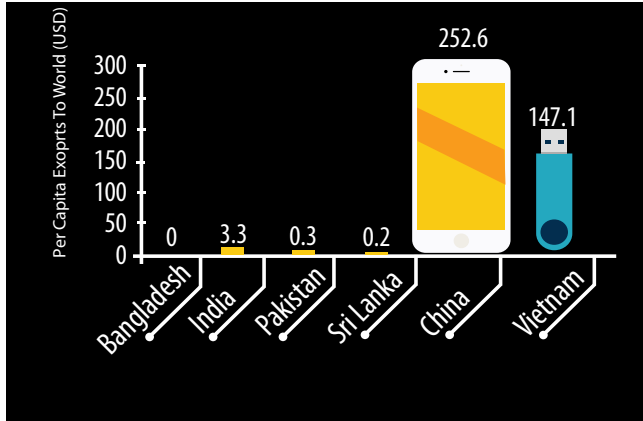
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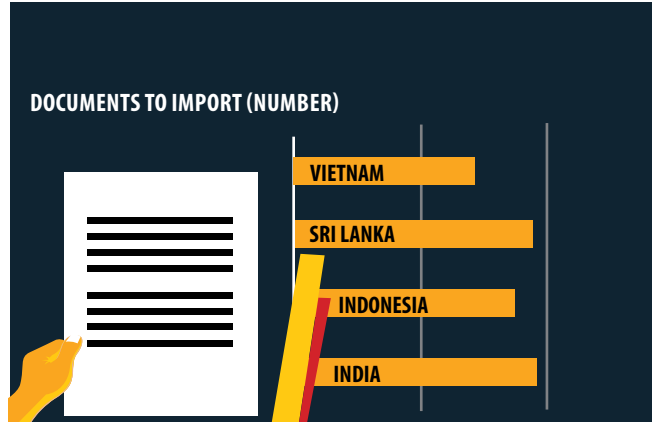
HOW CAN SOUTH ASIA BECOME THE NEXT GLOBAL ELECTRONICS POWER HOUSE?

Electronics production is low in South Asia

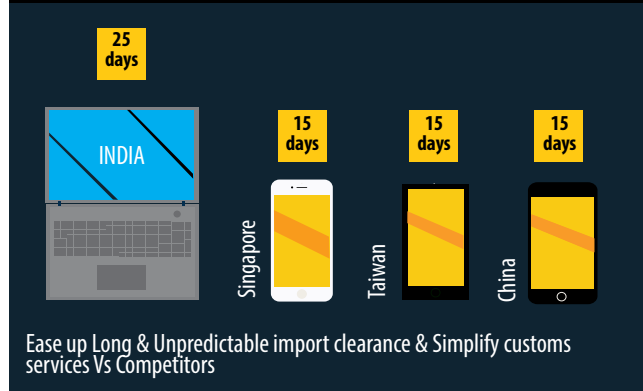


HOW CAN SOUTH ASIA REDUCE IMPORT COSTS TO GROW ELECTRONICS INDUSTRY?

High custom fees and import duties put South Asia at a disadvantage

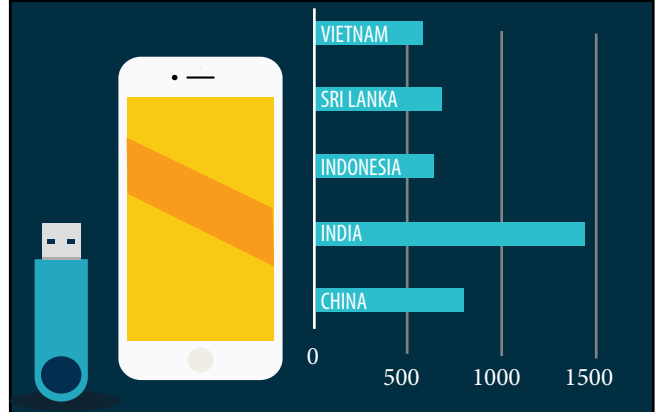


PROCESSING TIME IS SLOW IN SOUTH ASIA



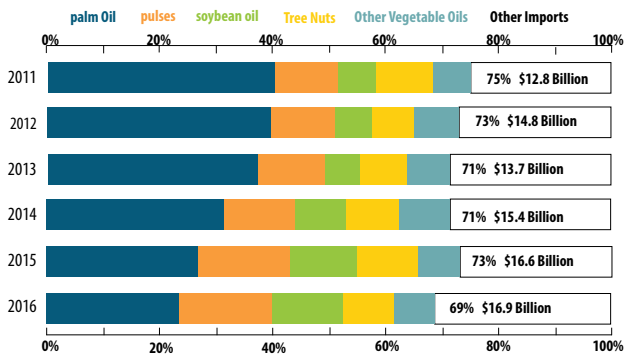
Source: UN COMTRADE, Staff estimates based on WBG Enterprise Surveys

COST TO IMPORT(USD PER CONTAINER)

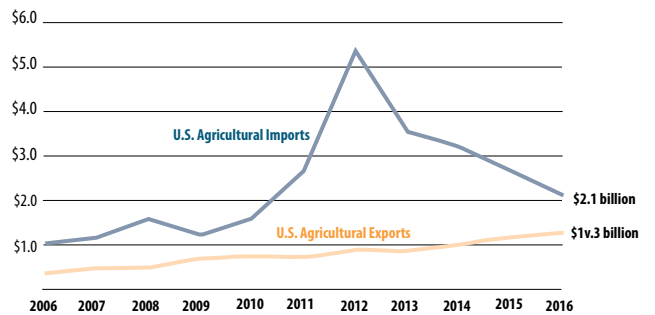


Source: Doing Business 2015

INDIA'S PRIMARY AGRICULTURAL IMPORTS FROM THE WORLD BY VALUE, 2011-2016



U.S. AGRICULTURAL TRADE WITH INDIA, 2006-2016



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LOGISTICS

Kalmar India inaugurates Multi-Assembly Unit in Bengaluru



Kalmar, part of Cargotec, celebrated the inauguration of its new Multi-Assembly Unit in Bengaluru on 25 October 2017. This date also marked the completion of 10 years of Kalmar presence in India. The new state of art facility has two lines for assembly, as well as ware-house section, painting booth and a test track with a ramp to test all equipment before delivering them to the customers. In addition is an open office area where everyone sits and works together as a team.

Coastal road to ease traffic in Navi Mumbai

Navi Mumbai is all set to get a new coastal road, that will not only connect JNPT road to the Amra Marg and the proposed international airport, but will also make the drive to the airport much smoother. CIDCO has approved a tender worth ₹625 crore for the project and is in the process of inviting e-bids for the design and construction.

The proposed coastal road will serve as a second link to JNPT road and will also share the traffic of both the routes – NH-4B and SH-54 – with Amra Marg.

Logistics cost will be reduced to 12 per cent: Nitin Gadkari



With logistics cost in India alarmingly high, the government is working towards lowering it by a third by developing coastal shipping and inland waterways as alternative modes of transport, Union Shipping Minister Nitin Gadkari said. He said the logistics cost in India was as high as 18 per cent compared to China where it was between 8 and 10 per cent. The government was prioritising coastal transport and inland waterways compared to road and rail mode as costs were significantly lower for the former.

"For every ₹10 of transportation cost by road, it is ₹6 for railways and only ₹1 for waterways. That means you would be able to transport goods spending only 10 per cent of the current cost," said Gadkari.

Coal India launches app for logistics by road

Piyush Goyal, Union Minister of Railways and Coal, launched the Grahak Sadak Koyla Vitaran App, for the benefit of Coal India Ltd (CIL) customers lifting the commodity through road mode. The customer-friendly app helps achieve transparency in dispatch

operations and helps to monitor whether the dispatches are made on the fair principle of 'First In First Out' and keeps track of all the activities from issuance of sale order to physical delivery of the coal by road.

The main benefits of the app for customers, against the sale orders issued, include easy accessibility of the information at the click of a button, apart from transparency in the system of loading programme and despatch. The app also helps in logistics planning for the lifting of coal in tune with the loading programmes. It further helps in improved planning of procurement, production and stock management by the customers.

DCCAA to open IIFF northern region chapter

The Delhi Customs Clearing Agents Association (DCCAA) is planning to start regular classroom courses of the Indian Institute of Freight Forwarders (IIFF). PS Atree, the newly elected one of the six Vice Chairmen of FFFAI and President, DCCAA said the association would put more emphasis on training and skill development for their members, customs brokers, freight forwarding and logistics community in Delhi and surrounding area. Soon DCCAA would take initiative to open northern region chapter of IIFF in Delhi to start regular classroom courses for industry practitioners as well as fresh students. At present, IIFF occasionally conducts special classes in Delhi for customs brokers and freight forwarders.

Coal rake shortage hits aluminium production



A shortage in the supply of coal – due to inadequate rail rakes – has pushed up costs and hit the production of aluminium companies Vedanta and Balco. In the first six months of the fiscal, Vedanta Aluminium received only 6.3 lakh tonnes of coal, against a contracted quantity of 1.48 million tonnes (mt) – a shortfall of 57 per cent.

Similarly, supply to Hindalco fell short by 78 per cent as it got only 2 lakh tonnes of supply, against the 8.90 lakh tonnes it had secured in the linkage auction. Balco received 1.40 mt of linkage coal against an assured supply of 1.77 mt. Interestingly, as per the terms of the auction and the fuel supply agreement (FSA), Coal India is committed to supply 75 per cent of annual contracted quantity. A penalty is triggered if there is a shortfall.

Sical Logistics profits rise in Q2 FY18

Sical Logistics consolidated revenue for the quarter came in at ₹248 crore, registering 25.2 per cent yoy increase. EBITDA for the quarter rose by 26.8 per cent yoy to ₹53.5 crore with a corresponding margin expansion of 27 bps. EBITDA for the quarter stood at 21.6 per cent. The PAT for the quarter was at ₹7.5 crore.



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New inland rail container depot at Ishwardi rail station



Bangladesh is developing an inland rail container depot at Ishwardi rail station, the biggest rail junction in the country to facilitate Indo-Bangla trade. Total trade between the countries rose 28.9 per cent y-o-y in 2016 to 16.5 billion kilograms. Two-way trade in July fell 25.8 per cent to 7.5 billion kilograms, while India offers Bangladesh duty-free and quota free market access. One reason for choosing Ishwardi for the depot is the proliferation of economic zones in the south west of Bangladesh on the border with India. These economic zones import raw material from India for processing and re-exporting finished products to India.

Logistics woes of Goa miners

Ore transportation rates, though finalised by the Goa Chief Minister, are just not getting accepted by various association of truck owners. Moreover the demands are not consistent throughout. If the truckers in the Codli mines of Vedanta are demanding a flat rate of 14 per ton per kilometre, Bicholim Taluka truck operators want ₹14.50 per kilometre. Meanwhile, the Salcete truck owners may agree to the government rates, but want the govern-

ment to take all their trucks for transportation.

In a truncated mining environment where the recommended cap on mining is 20 million tonnes, with a challenge in court by the Goa Foundation to reduce it further, the slump in ore prices has made exports far less productive, giving very little option to the mining companies to afford any more flexibility on ore prices. At the same time, a section of MLAs of the mining belt are keen to tacitly back private truck owners to work with mining companies to do some transportation, to break the logjam.

Mahindra to develop industrial clusters



Mahindra Lifespace Developers Ltd has introduced its new brand of industrial clusters located across India. 'ORIGINS by Mahindra World City' envisions accelerated economic growth via world-class industrial ecosystems that will attract investment in manufacturing, and promote 'Make in India.'

The first project is coming up in North Chennai with a Phase 1 development of 264 acres, a joint venture between Mahindra World City Developers Limited and Sumitomo Corporation of Japan. The second project is located near Ahmedabad, with a Phase 1 development of 268 acres, and is being developed

along with International Finance Corporation (IFC) as a strategic partner. Together, these industrial clusters are expected to create direct employment for around 20000 persons and will target companies across the engineering, medical equipment, food processing and logistics sectors, amongst others.

Railways mark record freight loading



The Railways has registered a seven-year high in freight loading for the period April to October 2017, at nearly 654 million tonnes. This has been attributed to increased movement of coal, raw materials, cement, steel, iron ore, food grains and petroleum products, as well as some new cargo.

The Railways had in the recent past formulated a clear strategy to attract more freight, which included extending concessions to industries, empty flow direction concessions, removing port congestion surcharges and dual iron ore charges, etc.

India makes record improvement in ease of doing business

The World Bank has released the Doing Business Report, 2018. The Department of Industrial Policy and Promotion (DIPP) has

announced that India ranks 100 among 190 countries assessed by the Doing Business Team. India has leapt 30 ranks over its rank of 130 in the Doing Business Report 2017.

The DB Report is an assessment of 190 economies and covers 10 indicators which span the lifecycle of a business. The details given provides a comparison of this year's and last year's report. India has improved its rank in 6 out of 10 indicators and has moved closer to international best practices (Distance to Frontier score).

Highways works worth ₹8 lakh cr. Planned



The Minister of Road Transport and Highways, Shipping, Nitin Gadkari, has said that highways works worth ₹8 lakh crore will begin before the end of 2018 under the Bharatmala Pariyojana. Bharatmala will give the country 50 national corridors as opposed to the 6 at present. With this, 70-80 per cent of freight will move along NH as against the 40 per cent at present. The programme will help to connect 550 districts in the country through NH linkages. Currently, only around 300 districts have NH linkages. Bharatmala will also have a positive impact on the Logistic Performance Index (LPI) of the country.

A total of 24,800 km are being considered in Phase-I of Bharatmala. It also includes 10,000 km of balance road works under NHDP, taking the total to 34,800 km at an estimated cost of ₹5,35,000 crore.

Consulate of Latvia in Mumbai inaugurated



The inauguration commenced with the lighting of the ceremonial lamp by Prime Minister H.E. Maris Kucinskis, H.E. Aivars Groza, Ambassador of Latvia to India; H.E. Andrej Pildegovics, State Secretary, Ministry of Foreign Affairs; Kaspars Ozolins, State Secretary, Ministry of Transport; Capt. Avinash Batra, Hon. Consul ; Usha Batra and Ashima Aga. Virtual inauguration of the Honorary Consulate office followed thereafter and Plaques exchanged.

The visiting delegation, then visited Jawaharlal Nehru Port. Deputy Chairman, Shri Neeraj Bansal, IRS, JNPT welcomed Latvian delegation and took them for a detailed port tour to showcase port operations and various 'Ease of doing business initiatives' implemented.

Blue Dart uses electronic vehicles for last mile delivery

Strengthening its GoGreen mission, Blue Dart Express Ltd. piloted electric vehicles in Gurugram, another step towards operating its last mile e-tail delivery service with clean pick-up and delivery solutions. The electric vehicles are virtually noiseless with a payload capacity of 500 kg, they have capac-

ity to carry around 100 average sized shipments, 3 wheeler and powered by efficient and environmentally friendly batteries, comfortable to drive and maintain than a traditional vehicle, less driver fatigue and a top speed of 40 kmph and has a range of approximately 80 km on a single charge.

Ground breaking for Wardha dry port



Nitin Gadkari, Honourable Union Minister for Shipping, Road Transport and Highways, inaugurated the ground breaking ceremony for Wardha dry port. "Any container that arrives in Mumbai can be transported to Sindi Railway Dry Port directly by rail which will help trade save on cost they incur while using road transport. It will also enhance the export capabilities of the region, especially of Nagpur's famous oranges, wood, chemicals etc. These dry and satellite ports will also have cold storage, pre-cooling plants that would be helpful even to local farmers," Hon'ble Minister Shri Nitin Gadkari said.

Logistics sector gets infrastructure status

The government has given infrastructure status to logistics sector, covering cold

chain and warehousing facilities, a move that is likely to attract more funding at competitive rates for these segments. The government has been working on ways to attract more investments into transport and logistics as part of efforts to bolster infrastructure development in the country. Having the infrastructure status would help the logistics sector get credit at competitive rates and on a long-term basis as rising logistics cost impacts global competitiveness of exporters. Logistics infrastructure includes "MMLP comprising ICD with minimum investment of ₹50 crore and minimum area of 10 acre." Further, a cold chain facility having an investment of at least ₹15 crore as well as warehousing facility with investment of minimum ₹25 crore would come under logistics infrastructure. In both cases, the facilities should also have a minimum required area.

PORTS

Highest monthly throughput posted by Adani Hazira Container Terminal



Adani Hazira Port Pvt Ltd accomplished a new milestone in October 2017 by achieving container throughput of 51,466 teus which is the highest monthly throughput since start of container terminal

operations at the port in April 2013.

The strategic advantages of Hazira Port include world class infrastructure to handle container vessels and seamless connectivity to the cargo catchment centres in South Gujarat, Central India and Northern Maharashtra.

Salient features of the terminal include 715-metre quay length, capacity to handle 750,000 teus per annum, 6 quay cranes, 14 electric RTGCs + 5 additional yard handling equipment (RST+ECH), 42 ITVs,

Weekly direct services to worldwide destinations and on-dock exim yard for stuffing/de-stuffing and Customs examination.

Financial assistance for coastal berth

The Ministry of Shipping has taken up projects worth ₹2,302 crore (\$356 million) for financial assistance under the Coastal Berth Scheme of the flagship Sagarmala Programme. The Ministry, after due appraisal in consultation with NITI Aayog and Department of Expenditure, has extended the period of the scheme for three years, upto 31st March, 2020 and expanded its scope to cover capital dredging at Major Ports and preparation of DPR for coastal berth project, in Oct 2017.

The projects under Coastal Berth Scheme of Sagarmala Programme are distributed over eight states with the highest number of projects in Maharashtra (12 projects), Andhra Pradesh & Goa (10 projects).

PORTS

APM Terminals Pipavav post 44.2 crore in Q2 FY18 net profits



APM Terminals Pipavav, has posted a 25.58 per cent fall in the net profit to ₹44.2 crore for the second quarter ended September 30, 2017, hit by a drop in bulk and containerised cargo. The company had reported a net profit ₹59.4 crore in the year-ago period. The total income during the quarter stood at ₹151.7 crore as against ₹172.2 crore in the corresponding period last year.

During the first half of this fiscal, the port handled 275,000 teu of cargo, lower than 293,000 teus handled in the corresponding period of last fiscal. Dry bulk cargo also witnessed a decline. However, liquefied and roll-on/roll-off (Ro-Ro) have been witnessing growth.

New Executive Committee at Chennai Port Stevedores Association

Ishwar Achanta of Indo-Pacific Solution Pvt Ltd was elected as President of Chennai Port Stevedores Association at its AGM. The other key office-bearers elected were R Venkateswaran of Seaways Shipping and Logistics Ltd

as Vice-President, J Ganesh Ram of PSTS Logistics Pvt Ltd as Secretary and B Loganathan of B L Transport Pvt Ltd as Treasurer. The other Executive Committee members are S Srikanth of Express Clearing Agency, Karunan of Seagreen Stevedoring & Logistics Pvt Ltd, J Kalyanaraman of Sanco Trans Ltd, Capt. K N Ramesh of Sical Logistics Ltd and G. Rajendra Naidu of Success Shipping Services. The term of the Committee is till December 31, 2019.

LNG terminal at Karaikal Port to be operational by 2019



Philippines-based AG&P (Atlantic Gulf and Pacific Co.) has signed an exclusive agreement with Karaikal Port to develop an LNG import terminal, including LNG sourcing and supply.

The development of LNG import terminal shall complement Indian Oil's under-construction LNG terminal at Ennore, 300 km to the north and will provide wider gas accessibility to Puducherry and Tamil Nadu. It will serve the industrialised region of central Tamil Nadu which has major manufacturing clusters for the fertiliser, cement, steel, textile, leather, sugar and garment industries located within its 300 km catchment area. In addition, it will serve the gas-fired power industry via pipeline.

Go ahead for new oil berths at Vizag Port

New oil berths will be developed at Visakhapatnam Port. The public hearing for the reconstruction of the two old oil berths at Visakhapatnam Port has been positive, paving the way for their demolition and reconstruction in two phases.

The hearing was conducted recently by the Andhra Pradesh Pollution Control Board. Constructed in 1957, OR 1 and OR 2, the two existing oil berths, have outlived their life, which had been fixed at 50 years. They had a combined capacity of 3.28 million tonnes per annum, which will increase to 9.81 million tonnes per annum in the new facility.

Paradip Port berths longest vessel



MV URJA, the Capesize 1,04,016 DWT vessel with 291.9 m LOA and 45 m Beam, berthed at Paradip Port's Central Quay (CQ) - 1, is the longest vessel ever to be berthed in the inner harbour of Paradip Port. *MV URJA* arrived at Paradip Port to unload one lakh tonnes of imported steam coal for Adani Enterprises Ltd, which was loaded at the Richards Bay Port in South Africa.

Paradip Port is now gearing up to regularly handle

Capesize vessels inside the harbour to enhance cargo throughput, given that it is vying for the coveted top position among the major ports in the country with a slew of infrastructure development and modernisation projects.

Mumbai Port's draught gets shallow

Shipping lines have expressed their apprehensions over calling at Mumbai Port due to reduced draught levels, making their position vulnerable while berthing. In a letter addressed to the Chairman of Mumbai Port, the Mumbai and Nhava-Sheva Ship-Agents Association (MANSA) pointed out that the decline in draught levels would lead to bunching of deep-draught vessels, thereby increasing their turnaround and waiting time at berth.

As per the data shared in the letter, the draught levels have dropped to as low as 5.3 metres at some berths compared to the minimum desired level of 9.1 metres. "It is understood that Dredging Corporation of India has been awarded the contract but are unable to meet the target. As per information, DCI is inadequately equipped, resulting in large quantities of silt remaining in the sea bed, creating patches. The flaw in dredging is attributable to utilisation of inappropriate dredgers," said the letter. The issue pertains to the berths inside and outside at harbour wall, BPS/BPX as well as Indira Dock Channels where draught levels have fallen much below desired levels.

M.V. "SCI Mumbai" maiden call at VOC Port

MV "SCI Mumbai" made its maiden call at V O Chidambaranar Port on 26th October 2017. SCI Mumbai is the longest container vessel to be handled by V.O.C. Port, Dakshin Bharat Gateway Terminal (DBGT). The 43,679 gross tonnage ship is 262 metres long, 32 metres wide and has a capacity to carry 4395 teus of containers. With this call, SCI's desire to better serve the Coastal Trade from Gujarat to South India with a larger vessel has been realized. SCI Mumbai will replace the smaller vessel Lal Bahadur Shastri on SCI's Smile Service with port rotation Mundra- Pipavav – Cochin – Tuticorin. The induction of this vessel into SMILE Service will attract more coastal and international volumes under SMILE service.

SHIPPING

APL enhancing Asia-India Subcontinent services



APL announced the enhancement of five Asia-India Subcontinent services. A faster turnaround and transit time will characterise the enhanced product profiles. In particular, the Asia Subcontinent Express (AS1) service is being revamped into two services – AS1 and Asia Subcontinent Express

3 (AS3). This will shorten the current 49-day round trip of the AS1 service to 42 days while the AS3 service will cover its loop in 35 days.

Asia Subcontinent Express (AS1): Qingdao – Shanghai – Ningbo – Shekou (CCT) – Singapore – Port Klang – Mundra – Karachi (SAPT) – Port Qasim – Singapore – Qingdao

Asia Subcontinent Express 3 (AS3): Shanghai – Ningbo – Xiamen – Singapore – Karachi (KICT) – Shanghai

Asia Subcontinent Express 5 (AS5): Shanghai – Ningbo – Shekou (SCT) – Singapore – Karachi (KICT) – Mundra – Port Klang – Singapore – Hong Kong – Singapore

China India Express (CIX): Shanghai- Xiamen – Hong Kong – Shekou (CCT) – Nansha – Singapore – Colombo – Nhava Sheva – Pipavav – Colombo – Port Klang – Singapore – Hong Kong – Shanghai

North Asia Subcontinent Express (CI3): Xingang – Dalian – Qingdao – Pusan – Kwangyang – Ningbo – Singapore – Tanjung Pelepas – Colombo – Nhava Sheva – Pipavav – Singapore – Xingang

New guidelines for subsidy to shipyards

With a view to increase domestic sourcing in shipbuilding, the Shipping Ministry has issued new guidelines for shipyards seeking subsidy. The number of days available with the shipyards to apply under the policy, as well as to obtain and submit valuation reports of the ships, have been increased.

The updated Web application also generates a wider

choice of international valuers by whom the valuation of a vessel can be carried out. The upgraded version will be administered and monitored by the Directorate General of Shipping, Mumbai. The Shipbuilding Financial Assistance Policy for Indian Shipyards provides ₹4,000-crore financial assistance for 10 years for contracts secured between April 1, 2016 and March 31, 2026.

DCI to buy new dredgers



Dredging Corporation of India (DCI) will acquire new dredging vessels to conduct offshore dredging in the riverine channels of Haldia under the Kolkata Port Trust. Almost 55 per cent of DCI's revenue derived from Kolkata Port Trust's dredging, which started declining after KoPT opted ship's movement using the Eden Channel instead of the Auckland channel. DCI has decided to procure a new dredger for KoPT to save on time and operational cost. The dredger would cost DCI around ₹515 crore. The dredged silt would be disposed at Nayachar island.

A.P. Møller-Maersk revenues rise in Q3, 2017

In Q3 2017, the revenue of A.P. Møller-Maersk A/S' continuing operations increased by 14 per cent year-on-year driven by higher

freight rates in Maersk Line. The underlying profit was \$248 million, with an improvement of \$290 million in transport and logistics and a decline of \$15 million in energy.

For A.P. Møller-Maersk A/S, the third quarter of the year was a defining quarter of major change, where strong and viable solutions were found for Maersk Oil and Maersk Tankers. Transport and logistics operations now expect an underlying profit of around \$1 billion and an improvement in Maersk Line of around \$1 billion compared to 2016 (loss of \$384 million).

Port of Hamburg handles 104 million tonnes in the first 9 months



Comprising the general and bulk cargo segments, seaborne cargo handling in Hamburg during the first nine months at 104.3 million tonnes was at a stable level. At 6.8 million teu (20-ft standard containers), throughput of containerized general cargoes continued to grow; while at 34.1 million tons, bulk cargo throughput remained just below the previous year's figure. For Port of Hamburg Marketing, the excellent trend in container traffic with Canada is a gratifying pointer. The port's marketing organization sees the CETA free trade agreement as providing an additional boost for seaborne trade that will benefit the Port of Hamburg.

CMA CGM offers intermodal solutions from Ludhiana



The CMA CGM Group in association with Gateway Rail Freight Ltd (GRFL) has successfully executed a customised block train dedicated for shipper Flying Trade India Pvt Ltd. The shipment was from ICD Sahnewal to Mundra Port, for onward connection to Felixstowe, UK. This dedicated train of 90 teus was successfully flagged off on October 27, 2017.

Commenting on the feat, Audrey Dolhen, Managing Director of CMA CGM India, said: "The enhancement on our intermodal solutions into Ludhiana reaffirms the Group's commitment towards the North Indian trade and our customers, and is a perfect example of the successful execution of our strategy in developing customer-centricity and value-added solutions benefitting our clientele."

GSTN facilitates better refund

The Goods and Services Tax Network (GSTN) has introduced a utility Table 6A in the Form GSTR-1 used by exporters to claim refunds. Table 6A of Form GSTR1 allows taxpayers to file export-related data for the period concerned, that permits processing of the tax refund on the

basis of declaration made under Form GSTR 3B and Table 6A of GSTR-1. This functionality has been made available to enable exporters to file for refund as the dates for filing of GSTR-1 from August onwards have not yet been notified and the form has not been filed.

"Every registered taxable person who has made exports on payment of IGST, other than an input service distributor or compounding taxpayer or TDS deductor or TCS collector can file Table 6A of Form GSTR-1 electronically on the GST Portal," the GSTN Chief Executive said. The table can be filed from the returns section of the GST Portal. The refund amount would be paid either through a credit to the exporter's bank via ECS or by cheque.

Claudio Scandella appointed CEO at ECU Worldwide



ECU Worldwide has appointed top DHL executive Claudio

Scandella to drive the next phase of its growth as the Chief Executive Officer. Scandella was a member of the DHL Global Forwarding senior leadership team as the CEO of their Middle East, Africa & Turkey Region. He will be initially based in India for a short period to familiarise with group activities. Four regional CEOs of the global firm, having presence in over 160 countries, will report to Scandella as part of the strategic overhaul of the senior management structure.

QTerminals' Board of Directors appoints Neville Bissett as CEO



The Board of Directors of QTerminals has appointed Neville

Bissett as the first Chief Executive Officer. QTerminals was established as a jointly-owned entity by Qatar Ports Management Company (Mwani Qatar) and Qatar Navigation (Milaha), with the former owning 51 per cent and the latter 49 per cent of the company.

Bissett brings a wealth of international experience in port management and terminal operations. Prior to joining QTerminals, he was the general manager of Ports Development Company, the master developer and Port Authority of King Abdullah Port; the managing director of an AP Moeller Terminals joint venture in Africa.

Hiring rules to be women-friendly

The Director General of Shipping is planning to liberalise recruitment rules to make it possible for mid-career women seafarers to rise up the hierarchy. "We are reviewing the recruitment rules to ensure that women have an equal opportunity to not only be on ships, but also after that to enter shore jobs as high positions in government," Malini Shankar, Director General of Shipping said. At 3,000, the women seafarers constitute 0.6 per cent of the overall headcount in the sector in the country, she said.

Major ports register 3.27 per cent growth during April-October period

The Major Ports recorded a growth of 3.27 per cent during the period April to October 2017 and together handled 383 million tonnes of cargo as against 371 million tonnes handled during the corresponding period of the previous year. Eight Major Ports i.e. Kolkata, Paradip, Chennai, Cochin, New Mangalore, Mumbai, JNPT and Kandla registered positive growth in traffic during the period April to October 2017.

The highest growth was registered by Cochin Port (17.66 per cent), followed by Kolkata [incl. Haldia], New Mangalore, Paradip with growth of about 12 per cent. Cochin Port's growth was mainly due to the increase in traffic of POL (24.56 per cent) and containers (11.12 per cent). In Kolkata Port, the overall growth was positive i.e. 12.39 per cent.

Binoy Kumar appointed Special Secretary Logistics



The government has appointed Director General of

Directorate General of Supplies and Disposal (DGS&D), Binoy Kumar as special secretary, Logistics in the Department of Commerce. He is an IAS officer of the 1983 batch of the Telangana cadre.



Showcasing brand India

FFFAI has always been at the forefront for promoting India's manufacturing, exim, forwarding and logistics industry. An upcoming initiative in this regard is the FIATA World Congress 2018 being organized in Delhi with primary aim to highlight the importance and opportunities in this sunrise sector of logistics in India before the world.

Campaign for the "FIATA World Congress 2018" (FWC-2018), which has been scheduled to be held from September 25 to 29, 2018 at Aerocity in New Delhi, kick started from "FIATA World Congress 2017" that took place in Malaysia from October 4 to 8, 2017. A strong delegation comprising some 45 FFFAI member Customs broking companies attended the event in Malaysia to promote the FWC-2018 in Delhi.

"My first priority is creating awareness to make the FIATA World Congress-2018 a great success. Already we are witnessing huge excitement about the mega international logistics event in India among freight forwarding, entire logistics industry and government agencies. As FIATA World Congress has been the benchmarking event for all logistics professionals, FFFAI is committed to make this event a milestone for the development of India's manufacturing, export/import,

forwarding and logistics industry. It would provide an opportunity for interaction on best practices in logistics across the world," said

Ashish Pednekar,



Chairman, FFFAI.

"We are glad to see the unprecedented enthusiasm among our member associations and companies regarding the FIATA World Congress," said **Debashish Dutta, immediate Past Chairman, FFFAI,** who is heading FIATA World Congress 2018 organising committee. "The world is seriously eyeing at India and we will have to focus on infrastructure and logistics facilities available here to woo international trade community



FIATA World Congress 2018 will be a platform to highlight the importance and opportunities in the sunrise sector of logistics in India before the world



from across the globe. In sync with the present government's vision of including India in the list of world's top destinations in terms of trade and commerce, industry, manufacturing hub, etc, FFFAI would not leave any stone unturned to make the FWC in 2018 an all-time successful event."

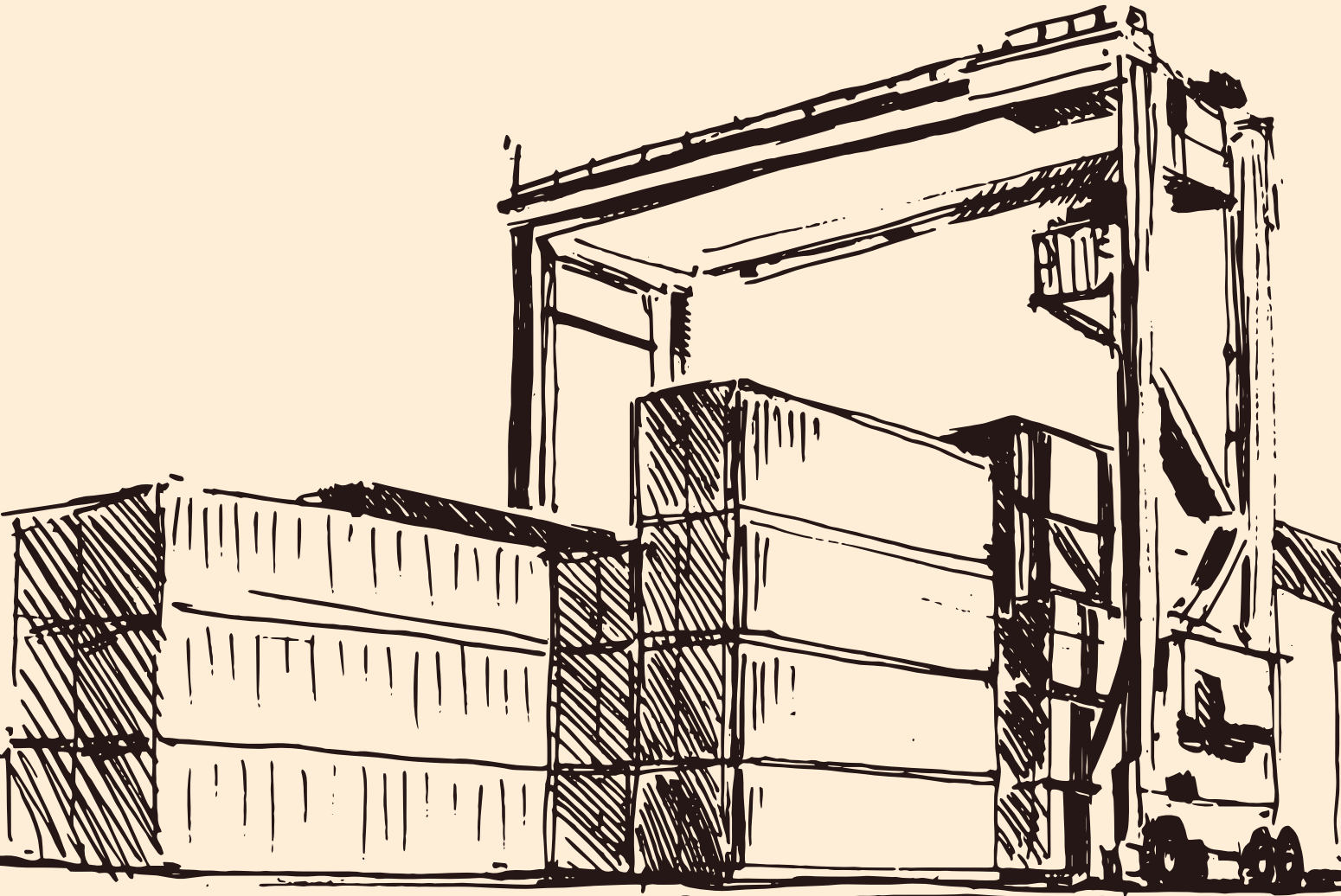
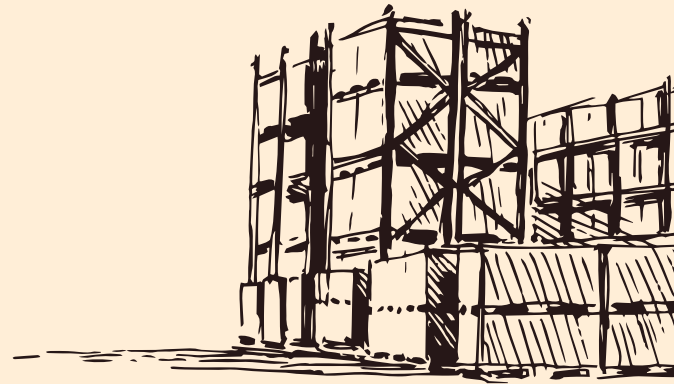
The FWC-2018 would be attended by a record number of 1500 delegates (800 overseas and 700 Indian) including Customs Brokers, other logistics professionals, experts, academicians and government representatives, Dutta maintained.

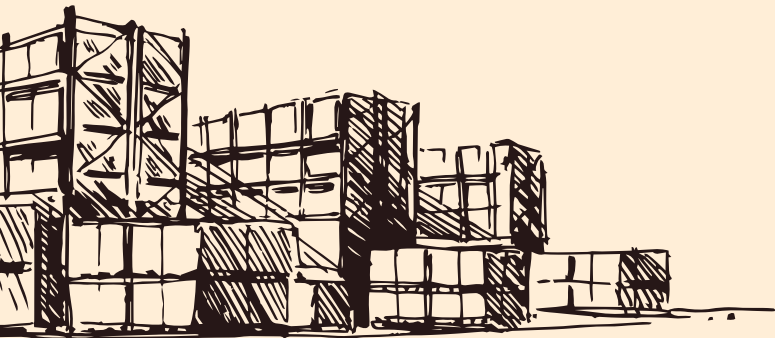
Team FFFAI will visit Dubai, Africa, Europe and other parts of the world to promote the 2018 event through road shows. In addition, FFFAI will be hosting seminars/workshops across India where all participants in Malaysia event would take special role in their respective areas to explain the importance and benefits of attending FIATA World Congress. "We are also planning to organize a Curtain Raiser programme early 2018 in New Delhi with participation from Central Ministers.

Our aim is to highlight the importance and opportunities in this sunrise sector, i.e. logistics sector in India before the world. Also, we would like to focus on the fast changing industry-friendly ecosystem in India which is being jointly formulated and led by the government of India and industry stakeholders. At this event FFFAI will focus on brand India and trade facilitation initiatives which include current policies on manufacturing and exim trade, connectivity, infrastructure, IT and skill development, etc by the government and industry together," Dutta shared.

"FWC-2018 would be a huge business and networking event where Indian freight forwarders, transport & logistics companies and allied sectors including exporters/importers would get opportunities to interact with their Indian and overseas counterparts. Business-first is our primary objective to hold FWC in India and we are hopeful there would be a significant number of MoUs signed between various companies and organizations," Dutta concluded. [img](#)

LOGISTICS PARKS
MORE
THAN
JUST
FOUR
WALLS



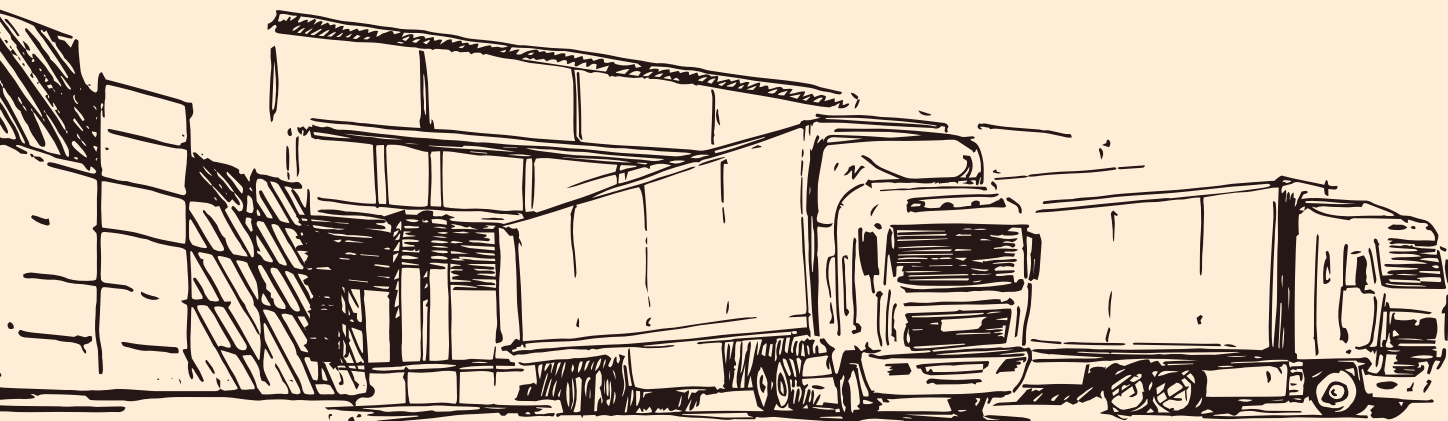


In the entire journey of a commodity from production to consumption, logistics has been an overhead on which manufacturers had limited control so far, but not any longer! Mega logistics parks have the potential to change the way India moves goods.

by Sisir Pradhan

With intermediaries being eliminated or marginalized due to streamlining of supply chain, homeland goods movement in particular is getting more cost efficient. Among many new interventions in goods movement that is paving way for entry of institutionalized operators, the latest one is Logistics Park. Logistics industry was growing but in an inorganic fashion, and with growth in consumption, goods movement also intensified leading to an unorganized industry of storage and distribution. However, government felt the need to streamline the sector else it could reach a point where it would have been difficult to control. There are many such examples of places across India where storage and distribution centers flourished but find it difficult to sustain in the long run. Bhiwandi is one such location, ideally located very close to a mega consumption centre Mumbai but still the real estate rental

rates are much lower as compared to the main land. Once Bhiwandi was known for its textile mills but now many of the mills have closed and have given way to a flourishing warehousing industry. The Mumbai suburb is the biggest single location warehousing market in India with roughly 70-80 million sqft of conventional warehousing space on offer. However, an unplanned set up of warehouses has choked the movement of goods though not completely halted. In a bid to overcome such situations, government among many other logistics efficiency initiatives, also earmarked specific locations for a more systematic growth of the industry and also to attract institutional investment but the core intension is to bring down logistics cost. **Rahul S Dogar, Director – Strategy & Business Development, Holisol Logistics** explains, “Logistics parks would



KEY IDENTIFIED LOCATIONS

Primary cities

NORTH

Delhi NCR

- Population: 25m
- Auto components manufacturing hub
- Dedicated Freight corridor & DMIC
- India's largest multiproduct SEZ

SOUTH

Chennai

- Population: 7.5m
- Second largest car Port in india
- Passenger car export hub

Bangalore

- Population: 7.6m
- Established garments & textile hub
- Metals and Engineering hub

Hyderabad

- Population : 7.3m
- Center for pharmaceutical industry
- Highest no. of SEZs sanctioned

EAST

Kolkata

- Population: 16m
- Gateway to northeast market
- 10 Sezs in the proximity

WEST

Ahmedabad

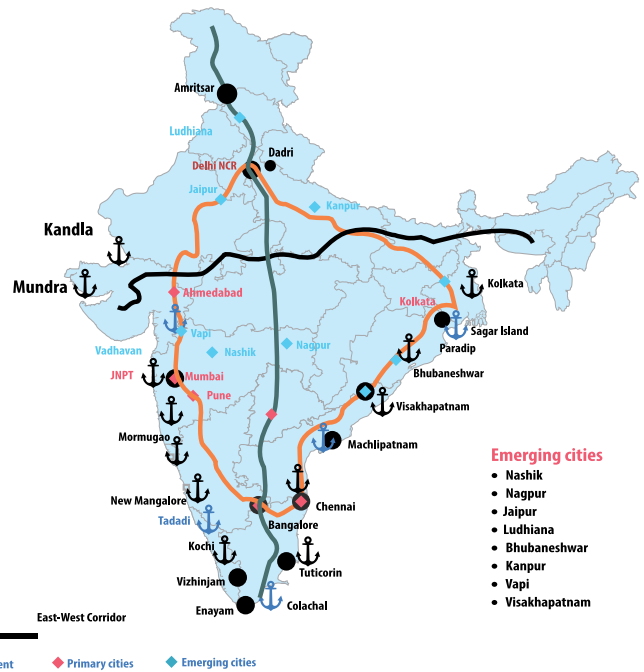
- Population: 5.8m
- Textile and Garment Industry

Mumbai

- Population: 20.0m
- Commercial capital of india

Pune

- Population: 9.4m
- Auto city of india



Emerging cities

- Nashik
- Nagpur
- Jaipur
- Ludhiana
- Bhubaneshwar
- Kanpur
- Vapi
- Visakhapatnam

“We expect that a distributed hub & spoke model will emerge over time connecting the key primary cities to the secondary cities as identified in the graphic above. Pan India presence with large warehousing location within 500-600 kms of each other, coupled with multimodal logistics facilities will be key to growth in this sector,” N. Shridhar, Group Director and Chief of Investment & Strategy, Hiranandani Group

essentially create a complete support ecosystem for the industry players within the vicinity thus making it much more efficient and cost effective for the business to operate. The other drivers of investment being the clear emergence of manufacturing clusters in some parts of the country which would need logistics facilities which can service multiple needs and develop a complete ecosystem to support a particular industry segment.”

In the first phase 15 locations have been identified spread across the states of Tamil Nadu, Andhra Pradesh, Telangana, Karnataka, Maharashtra,

Rajasthan, Gujarat, and Punjab. On the function of these parks, **Chander Agarwal, Managing Director, TCIEXPRESS** said, “The



idea behind multi-modal logistics park is to provide specialized storage solutions, mechanized material handling and enable seamless inter-modal transfer of good and service. These parks are expected to serve four key functions: freight aggregation and distribution, multimodal freight movement, storage and warehousing/sorting centers, and value-added services. These facilities are expected to provide value added services such as customs clearance, provisions for late-stage processing activities such as sorting/grading and cold chain, aggregation / disaggregation, etc. In addition, availability of a consolidated warehousing/sorting centre zone will enable organizations to reduce their average inventory holding and the associated costs.”

What drives investment!

Port and shipping industry in India

was one of the first sectors to open for 100 per cent FDI, but the sector had rather received a lack luster interest from investors, in contrary, land side of supply chain such as logistics, storage and distribution has been a hot pick among investors. The investment is led by institutional investors, and pension and sovereign funds from the west like the US, Canada and



even from countries from Asia like Japan where interest rates has remained grounded for long time. **N Shridhar, Group Director and Chief of Investment**

& Strategy, Hiranandani Group on the factors that is driving investment in Logistics Parks in India, said, “The implementation of structural reforms such as GST coupled with the planned

government investment in improving transport infrastructure, 100 per cent FDI in warehousing, Food storage facilities, among others has the potential to be the next drivers of growth for the industrial and warehousing sector. We are on the cusp of a growth phase for this sector and expect that over time the yields from this sector will be comparable to grade "A" commercial office assets. The stickiness of the industrial and warehousing asset class and the favorable government policy initiatives to reduce logistics cost will boost further investment in this sector over the next 3 to 5 years."

Benefits for user

Logistics Parks as part of the Logistics Efficiency Enhancement Programme (LEEP) is certainly a move in the positive direction with farfetched impact. Elaborating the benefits for users, **Girish Narayan, Executive Committee Member, Bangalore Customs House Agents Association** said, "Shippers were facing issues related to storage and loading space. Now with Logistics Parks the shippers would be able to plan out their inventories without any hindrance. Shippers will be able to meet the requirements of demand and supply on time." He further lists down some updates that are needed at existing facilities like cargo security with surveillance systems, well maintained warehouses with amenities, modernized equipments to handle cargo and for packing and repacking of goods, good fleet of transport systems for time bound delivery and inside roads capable to handle heavy vehicles leading to the parks. Logistics Parks can be a huge success if they are located in the industrial belts, and near airports, ports and ICDs, opines Girish. Geographical restructuring of logistics parks will be more beneficial to the industries and service providers.

These projects are not only beneficial for shippers, but also pave way for other industries like equipment suppliers, construction companies, consultants, and trucking companies, etc. **Harpreet Singh Malhotra, Chair-**



Technology in Logistics Parks



Logistics domain is looking to consolidate operations and derive maximum competitive advantages by using several technological advancements such as:

ERP systems and community platforms: Information Technology enabled ERP systems have changed the face of several Logistics Service Providers (LSPs). Automation of operations, scalability, profitability, reduction in transactional costs and faster ROI are the most apparent benefits that application of technology has brought to the Logistics sector. Cargo Community Platforms have enabled various LSPs to transact and communicate within the cargo fraternity bringing ease, accuracy and accountability in the operations. Integrated digital community platforms enable all stakeholders from shipper to consignee and Customs to form a digital network.

Automatic Identification: Automatic Identification refers to using technologies such as RFID, Barcode, magnetic strips and voice recognition to perform basic logistics operations such as tracking and tracing cargo, maintaining inventory control during storage, retrieval and dispatch and optimising flow of information across value chain stakeholders. Automatic Identification technology enables improvement of not just functional aspects of logistics domain but also financial transactions by automating inventory control and calculating pertinent costs, says **Vineet Malhotra, Director, Kale Logistics Solutions.**



Communication: Logistics sector has been predominantly an unorganised sector where verbal contracts and paperwork was the primary means of communication within the LSP network. However, with advent of communication technology, communication across this domain has improved manifold. GPS systems have enabled reliable tracking of cargo consignment world-wide without human intervention. It has enabled transmission of information pertaining to the location and status of consignment via SMS, e-mail, mobile app auto-alerts etc., to the stakeholder value chain.

Material Handling: Automation for moving cargo within and outside the warehouse reduces intensity of labour, ensures safety especially in case of hazardous goods, drives reduction on labour costs and brings accuracy to warehouse transactions. Automated Guided Vehicle System (AGVS) are robotic devices that use markers or wires and perform various warehouse functions using in-built microprocessors.

Information Directed Systems: Information directed systems use IT technology to centralise the operations of all equipment in a warehouse. A pre-set charter of instructions pertaining to the required operations is fed in the system and the equipment simply follows the instructions to complete a task. The pre-set instructions reach the equipment through radio frequency and basic warehousing processes like loading, unloading, gate-in, gate-out, kitting etc., can be easily accomplished with minimal error, improved efficiency for high volume of transactions.

man & Managing Director, Tiger Logistics (India) Limited said, “The increasing influx of international logistics service providers are prompting third party logistics and domestic players to expand their footprint and focus on transportation service, warehousing and freight forwarding. It will also open up opportunities for partnerships, and domestic logistics companies will have access to the modern technologies introduced by global service providers.” Moreover, with better forecast of demand and distribution industries can evaluate working towards ZERO inventory holding model. This will help the customers to order back-to-back with a purchase order and deliver end product directly to the customer. This working model can effectively open up new trading opportunities. Additionally, all the vendors and suppliers would look to collaborate to take maximum benefit from the parks and be near to the production units to fulfill ‘just-in-time’ delivery commitments. Further, these facilities would help shippers to get statutory clearances at one place.

Hotspots for new facilities

Currently, Grade B and C warehouses are on offer at extremely low price points as little as ₹5-6 per sqft, hence it is not feasible for organized operators to compete in tier-II and tier-III cities unless they get a major anchor client. However, in places like Mumbai and Delhi which has large consumer base, the institutional operators have an edge in terms of offering bigger size warehouses with better ambience for storage. “The largest of these Logistics Parks would be set up in Haryana, Telangana, Nagpur, Chennai, Surat, Vijaywada and Bengaluru. These parks are expected to facilitate seamless freight movement across states with an emphasis on multi modal freight transportation. Allcargo Logistics is on track with developing a logistics park in Jhajjar (Haryana) and is exploring other states



like Telangana, Maharashtra, Madhya Pradesh etc.,” said **Prakash Tulsiani, COO & Executive Director, Op-erations, Allcargo Logistics**. Moreover, these facilities also

allow companies to focus on their

core business and outsource logistics requirements to experts, adds Tulsiani.

The proximity of a logistics park to a port and a major consumption hub is being looked as good potential for the future. In the next few years the places which will be under the scanner as far as ideal locations would be Ponneri Industrial Node in Tamil Nadu, and other locations identified by the government are Delhi NCR, Mumbai, Ahmedabad, Vadodara, Surat, Bharuch, Hyderabad, Amritsar, Jalandhar, Gurdaspur, Jaipur, Kandla, Bangalore, Pune, Vijayawada, Cochin, Chennai and Nagpur. These locations have good prospects based on their past record and near future forecast of being places with the highest freight movement.

Policy

In the past many noble policy initiatives have been mooted by various governments to bring down logistics cost, however those policies lose steam with change of government. India being part of WTO signatory member is compelled to streamline supply chain process inline with WTO norms, including Customs reforms. Moreover, there is also pressure on the government to keep a tab on inflation. Multinational logistics companies have expressed confidence in the current policy regime leading to steady



inflow of foreign investments. **Rachid Fergati, Managing Director Indian Sub-Continent, UPS** speaking on the market conditions in India said,

“An integrated approach to create an infrastructure grid will be key in creating efficient transportation and logistics systems to boost competitiveness of Indian businesses. The Indian Government has outlined a clear direction towards development and growth to realize India’s future potential. Government has implemented an integrated approach to achieve these goals, which directly impacts local businesses and international trade with initiatives such as Ease of Doing Business, Smart Cities, GST, Make in India to name a few.” Indian SMEs rely heavily on imports and exports for their business growth. In India, UPS caters to the B2B segment for imports and the B2C & B2B segments for

exports. “We have seen that businesses in these sectors don’t just need a supply chain, they need a partner to create supply chain efficiencies. It is not just about geographic reach but also about timely delivery, creating efficiencies by coupling it with safety and reliability and making the business process cost effective,” explains Fergati.

Another sore area for the industry is lack of comprehensive ‘logistics policy’, and the sector though a major contributor to the GDP and employment generation, but has lately got industry status. Sharing concerns for the sector, **Chander Agarwal, Managing Director, TCIEXPRESS** said, “A conducive policy at the moment, is missing for the logistics industry. Though various state governments are taking measures to develop logistics policy. In the meantime, measures like PPP model and GST by the government have played a significant role in providing credit financing environment for a sustainable growth of logistics parks.”

Future outlook

If we take the example of few other major Asian markets like China, Singapore and Japan, logistics parks have been a key determinant in making supply chain efficient in those countries. However, each market evolves differently and it is very difficult to accurately predict how the Indian logistic scene will move in the long-term. Freeholding of land in India has lead to a spurt in development of smaller warehouses by developers with little or no expertise. Hence, large base of warehouses in India are not upto the global bench mark. In China, land is owned by the government and is released on drip basis to keep a tab on over supply as compared to demand, and it is allocated to operators with proven track record or a well thought out plan for the future. Thus it is not wise to compare India with China or any other market. In a major push to developing an integrated logistics framework in the country, the government has granted infrastructure status to the logistics sector (including industrial parks), enabling the industry to access cheaper finances. With institutional investment, the sector will certainly move towards being a more organized sector and the ones with better quality offering will certainly be able to call the shots. [img](#)

Q What is driving investments in Logistics Parks in India?

The growth of the industrial sector has been slated as having the most prominent impact on Indian real estate. The scope and growth for investors in this area is high up as compared to traditional real estate. The major concern of the investors in the past was the tax structure and unorganised nature of the sector. GST has undoubtedly changed things for the better.

Q Why Logistics Parks have become lucrative venture? What about ROI on such projects?

Logistic Parks are being constructed by Embassy Industrial Parks to meet the ever growing logistics requirements of industries such as E-commerce, 3PL, FMCG, retail, consumer durables, apparel and fashion, automotive, pharmaceutical and healthcare, high tech and telecom. There is a significant rise in the demand of advanced, Grade A quality warehouses hence resulting in better returns for such investments. American investment giant Warburg Pincus saw an opportunity with Embassy Group and committed to investing a billion dollars in making Logistic Parks in strategically located & prominent locations of India. Today many others have followed their path. GDP revival, ecommerce penetration, improvement in transport infrastructure has all accelerated the profit of logistic parks.

Q Which are the locations where majority of logistics parks are coming up and why?

Cities with industrial clusters and sanctioned manufacturing hubs or corridors have a high demand for modern logistic parks. Various factors have to be considered before building a park. Reforms, connectivity, availability of land space are relevant factors to be considered before starting a project. For Embassy Industrial Parks it is key to have the right land parcel in the right location. All our industrial parks are linked to national highways and allow easy accessibility. We have a 3 month process where the property needs to fulfil all requirements and legal formalities. The firm is exploring opportunities in Delhi, Bengaluru, Mumbai, Ahmedabad, Pune, Ahmedabad and Kolkata. We already have Pune and Delhi industrial parks under construction.

Q What opportunity does it offer for various industries like equipment suppliers, construction companies, consultants, trucking companies, etc?

All service & material providers who assist in development of Logistics Parks are sure to benefit from the evolution of this industry. These well planned modern parks also need proper maintenance. They are a major contribution in providing job opportunities and new business to many from these ancillary industries.

Q How logistics parks are beneficial for shippers?

Integration of Grade A logistic parks to the global and local supply chains will bring productivity and integration benefits to the Shipping industry. Integration will help shipping companies to reap scale efficiencies and improve their cross-border capabilities. Consolidation of local supply chains around hub and spoke model after GST will help reduce operational cost for the transportation industry. Logistic Parks will act as aggregation and distribution hubs and enable long haul movement, and will be supported by world class facilities.



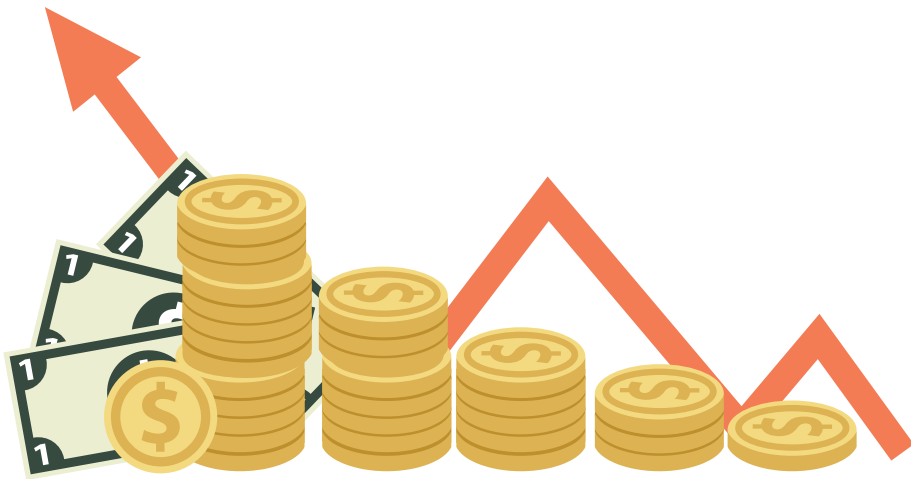
Anshul Singhal, CEO, Embassy Industrial Parks

Industrial clusters are demand drivers

Cities with industrial clusters and sanctioned manufacturing hubs or corridors have a high demand for modern logistic parks. There is a significant rise in the demand for advanced, Grade A quality warehouses hence resulting in better ROI.

Q What is your view about the status & performance of existing logistics parks?

Existing local supply chains have done a fairly good job till recent years in supporting existing demand, and largely include unorganized stand-alone warehouses thereby lacking any integration of transport networks, information technology and warehousing & distribution facilities. Current set-up essentially lacks scale and creates bottlenecks & inefficiencies in the new world. But with favourable demographics, improving infrastructure & regulations, new business models, India is poised to see massive increase in consumer demand thereby demanding new investments in logistics sector. This would entail shift of relationship for each firm from multiple unorganized warehouses to integrated logistic parks.[mg](#)



Institutional investment in logistics parks

Leading logistics fund developer and manager in Asia, ESR Advisers is poised to invest heavily in developing logistics parks across India. Jai Mirpuri, Co-CEO, ESR Advisers India shares his overview on what makes India a lucrative market

Earnings from office space and residential real estate registered a stark fall during the financial crisis of 2008, and even demands from retail sector was also neutral during the period. However, in case of industrial real estate the impact was not as far reaching, and there was very low volatility due to the nature of the business. Large companies have contracts for longer time period and are more stable and have the financial bandwidth to overcome an interim slowdown. In 2011-12 when the economy started to recover in most markets, during an analysis of the asset classes which performed better than rest, industrial spaces topped the list as the segment registered a slowdown but still there was growth, and gave fixed return. Hence, demands came from institutional investors for more exposure into industrial and logistics parks, and it helped investment companies to reduce the volatility of their portfolios. Real estate investment companies like ESR

Advisers who have aggressive portfolio exposure into industrial and logistics sector since 2011 has received \$5 billion of capital from institutional investors for markets such as China, Japan, North Korea, Singapore, Australia, and now India, Indonesia and Malaysia. The one tax regime paved the way for implementing a single market strategy, thus ESR re-entered in India. The income that is required in India compared to China or other markets is higher as the interest rates are higher in India due to inflation. Inflation adjusted return in India and China is almost similar and currency volatility also needs to be taken into account.

Plans for India

The company has already committed to projects in India which will require an investment of about \$250 million. It is planning to partner with some of its existing clients (insurance companies, pension funds and pension fund managers) to increase the size of the pool of capital for India. It is

looking at Indian market from demand and supply perspective. In the first phase the target cities are: Delhi NCR, Mumbai, Pune, Chennai, Bangalore and Hyderabad. Ahmedabad and Kolkata are also on the radar. A large site on the outskirts of Mumbai has been secured and there are three locations in Pune which are under negotiation, and one site each in Chennai and Delhi. It is also scouting for prime lands inside Mumbai to tap distribution inside the city. The company will expand into Hyderabad and Bengaluru in early 2018. Each of these projects will require about \$30-40 million of investment. Though the ideal size that the company prefers is about 100-150 acres but it is keen to alter as the primary criterion is location of the site. The company will further leverage upon its client base as it currently manages about 19 million sqft of industrial storage space. It has identified opportunity for 20 million sqft of warehouse in India till date, and it will require an investment of about ₹4,000 crore or about \$1 billion, and depending upon the market condition it may take 3-4 years to achieve the capacity. While return on investment varies from cities but the overall return of 20 per cent or more per annum is a number the company looks for in India.

ESR has a strong base in e-commerce segment and claims to be the largest landlord for e-commerce in Asia, including China. It has a large e-commerce client base with roughly accounting for about 40 per cent, which include online retail majors like Amazon and JD.com in China, Askul in Japan, among others. The second major client base are manufacturers which account for about 25 per cent and 16-20 per cent are third-party logistics companies, and others are cold chain, retailers, document storage, and pharmaceutical companies, etc.

All its facilities are being built in a park format to include amenities like spaces for truck parking, staging, driver rest, retail and food, ATM, and child care. Sustainability is another area of focus for the company, hence the industry parks are carbon negative. The company has installed rooftop solar panels in the Mumbai facility which meet the entire energy need of the unit, and the surplus power can be supplied to power nearby villages or traded. [img](#)

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“We believe in India’s growth story and like to be part of it.”

Port of Antwerp, the most promising port in Europe, is expanding infrastructure in line with growing cargo volumes. Jacques Vandermeiren, CEO, of the port, in a one-to-one with Ramprasad, Editor-in-Chief, Maritime Gateway, details on the expansion plans of the port and their interest to be part of India’s growth story

Q Port of Antwerp has shown some interesting growth in 2017. What has been driving this growth?

The growth we have posted this year is a continuation from the previous years (2015&16). In Europe you will notice that other ports are not doing that well compared to the Port of Antwerp, in the last two years. The main driver of growth is the confidence of customers in our services and we are sure this growth will continue in the years to come. But we have, of course, to tackle our challenges and one of them is the congestion within the port, and especially when it comes to containers we have seen that we had a few difficult months. This was particularly due to the move from right bank to the left bank, which is an impressive movement within a port. Our growth figures would have been even stronger, but we lost a bit of transhipment to other ports in Western Europe, but we hope we can get them back.

Moving cargo to the harbour and then shipping it to Rotterdam was difficult, mainly due to the difficulties at the inbuilt terminal at the beginning of this year. But we saw huge volumes coming in and it took them about six months to organise themselves. Due to this congestion we lost some teus to other ports. But other segments like Ro-Ro and liquid bulk have shown very strong figures this year.

Q The rate of growth the port has posted over the last few years must have put a lot of pressure on the capacities and infrastructure. Do you have any plans to boost capacities?

We are planning to increase container capacity within the port.

Jacques Vandermeiren, CEO, Port of Antwerp

The government is supposed to take a decision early next year to point out where extra container capacity will be built? Additional container handling capacity will be built and a decision in this regard has already been taken at the port. The government is evaluating different alternatives possible within the port and one of the possibilities is a new container terminal which we expect to be operational by 2022-23. It will be a 6.57 million teu capacity.

On the industry level we see a lot of investments happening from major players like Exxon and Borealis. Borealis is expected to invest about €1 billion in a new facility which will increase the volume of business within the port.

Q A lot of mergers are happening among the shipping lines and the ships are growing bigger. How is the port placed to leverage on this trend?

We already have the three shipping alliances calling at three different terminals at the port. The Ocean Alliance calls at the Antwerp Gate Terminal, 'The Alliance' calls at the PSA Terminal and 2M Alliance at the other terminal. So we are able to already accommodate the three big alliances at our terminals.

Coming to the growing size of the ships, we already have the required infrastructure to receive them. Few months ago we had the 22,000 teu Madrid Maersk calling at our port. The problem is to have these mega ships calling at our port during any part of the year. We also have terminals on the river Scheldt outside the lock which increases the possibility of receiving such mega ships. Of course for any port you can't grow indefinitely because with container volumes at their peak you will have the task of keeping the business fluid.

Q Do you see the trade between Indian ports and the Port of Antwerp growing?

The business between Indian ports and the Port of Antwerp is growing for sure. Last year there has been a growth of 25 per cent and this year probably there will be a growth of 10 per cent. The growth is both on import and export side. Indian companies are coming forward to grow business here. The port of Antwerp is looking forward to offer training services in India, for which the Port of Antwerp training school was opened last year

in India. The Port of Antwerp is also collaborating on the development of port community system to promote digitisation and use of big data. There is further possibility of collaboration on smart ports and smart cities.

Q In future do you have plans to make investment or extend strategic management to any of the Indian ports?

We have the Port of Antwerp Alumni Association (PA3) and Kristof Waterschoot, Managing Director of Port of Antwerp International (PAI) is having discussion with Indian ports and companies to offer consultancy and investments. We also have plans to invest in Essar Port, and in the past we have gained in-depth understanding of how Indian ports work. We have real competency and good experience with Indian ports compared to many other countries or ports, so if there is any opportunity at any port in India we will positively evaluate it.

Q Trade is growing in South Asian regions like Myanmar, Bangladesh and even in South Africa. What is Port of Antwerp's interest in these regions?

We have been following this evolution for global understanding of the economy, but at the moment we don't see increased volumes yet. The shipping lines have to first set their loops to connect these regions in such a way that European ports could benefit. I think this is going to happen in future when these regions start to grow, but at present we don't see any growth.

Q Port of Antwerp seems to be keen to leverage on the One Belt, One Road project. How do you plan to proceed with it?

Within the port authority we have incorporated a task force for enlarging the port company to develop the belt and road initiative policy with the port authority by itself. For the time being it is not clear as to what direction it will proceed because we need to first understand the real added value for the many companies at the port before investing in the belt and road initiative. When it comes to France, The Netherlands, UK, Belgium and Germany it is less clear as to how to deal with this initiative. The Chinese are marketing the project very impressively and I see a lot of involvement from the Eurasian countries. We are actively looking at each opportunity and we have repre-

sentatives from the Port of Antwerp in China meeting the key players in this regard, but it is too early to have a clear strategy on what we will do in the coming months.

Some private players are trying to put in place direct rail connectivity from China to Duisburg in Germany. In similar manner we want to see direct connections from Port of Antwerp. I am happy to see private initiatives are taking place, but again much more effort is needed and it should be sustainable.


Q After taking over as the Port CEO what challenges you have faced and what is your agenda in the coming years?

In the coming years the focus will be much more on the partnerships with the community and outside the private port community to move forward. One of the main things is sustainable growth. You have to grow as a port community and not only as a port authority. Another challenge is the fluidity, to increase the efficiency of logistics within and outside the port. The focus will also be on innovation and use of newer technologies in supply chain. The modal shift in mobility is also a priority as to how do we increase the rail freight, pipelines and barges in the port. Another thing is cyber security, as we faced few huge incidents this year which had cost us dearly. So we have to guard against this and operational excellence will be the key.

Q Do you consider you have taken over in a very challenging time?

Absolutely, it's more than ever, but that is not only for the maritime business. I come from the energy business and there is an energy revolution going on which is transformation in the way we consume energy. Even the finance or automotive sector is involved in deep transformation of their business. So these are challenging times everywhere, but challenges also bring opportunities.

Q This is your first visit to India. What are your impressions and what do you carry back home?

I feel India is a very warm community. Here its people's business and the network is very important. You have to invest in people and in time to understand how business is organised here. We believe in India's growth story and would like to position the port of Antwerp to be a part of it. 

As maritime sector is going through a makeover, to understand the changing dynamics of dredging industry globally and in India in particular, we caught up with Prof. Dr. George Yesu Vedha Victor, President, Mercator Limited; and Member of Board, EADA, & Secretary General, EADA (India)

by Sisir Pradhan

Indian dredging industry is about 6.85 per cent of the global dredging market, but for long the dredging industry in India had experienced a hard time with very little fresh investment pouring into the sector. Though ambitious projects like inland waterways, river linking and Sagarmala generated some interest amid investors in the dredging sector but many of these projects hardly moved beyond announcement. The picture looked more gloomy when Union Cabinet announced to sell entire equity of the government in Dredging Corporation of India (DCI), but it turned out to be a blessing in disguise as it has already generated much needed curiosity amid investors in the Indian dredging scene. Currently, Indian dredging market is majorly dominated by Essar, Mercator, Marg, Dharti Dredging, apart from couple of Dutch and Belgian MNCs such as Jan De Nul, Dredging International, Royal Boskalis, and Van Oord. Industry veteran **Prof. (Dr.)**



George Yesu Vedha Victor, President, Mercator Limited; and Member of Board, EADA, & Secretary General, EADA (India) believes that the current

dredging market is on the predicted



Changing dynamics of dredging industry

lines, although the maintenance dredging activities is saturated and the capital dredging works shall commence. Maintenance dredging shall continue to remain saturated for the next couple of years, before the turn around will take place. For the next 3 to 4 years, the capital dredging is likely to increase and subsequently maintenance dredging shall be required and hence by 2022, maintenance dredging shall linearly increase from its present saturation. "If India looks to attract giant vessels and stimulate EXIM activities, it is imperative that upgradation of the existing ports is imminent, however the extent of the upgradation needs to be studied as most of the major ports were not designed to take the load of the giant vessels and the deepening of the channel shall not be viable considering the foundation of structures," Prof. (Dr.) Victor opines. A detailed study prior to upgrading the infrastructure at ports is required.

Impact of DCI Disinvestment

Following the announcement of disinvestment of DCI, many companies have expressed interest and more recently there are reports about willingness of Abu Dhabi's National Marine Dredging Company (NMDC) to buy it. Notably, DCI has a market share of about 43 to 52 per cent of maintenance dredging volume with the revenue generation of about Rs. 500 to 600 crore per annum and this quantum of revenue generation shall be transferred to NMDC holding company overseas. The merger between the two will significantly influence NMDC's global market dominance. Commenting on the scenario, Prof. (Dr.) Victor said, "Indeed, it is too premature to guess the potential buyer of the disinvested shares of DCI. If the news reports are to be believed in my opinion it will defeat the noble initiative of Hon'ble Prime Minister to "Make in India". Perhaps taking over DCI by NMDC shall certainly have an impact and drastically change



market dynamics, as in my opinion NMDC shall utilize TSHD to bid and win maintenance works in the gulf, where they are strong in marketing and liaison with sufficient substrata information. Secondly, if the government owned NMDC desires to involve government machinery to introduce the right of first refusal or mechanism to protect the local owned dredging company, there is a possibility that market dynamics could break all barriers.” If NMDC concentrate on the gulf TSHD market, it shall have greater impact in the Indian market transforming self-sufficiency to shortage of TSHD for maintenance works. “Hence either way, I am of the firm opinion that certainly Indian and global - in particular the gulf market dynamics shall change to a greater extent, for which Indian port should be ready to face,” Prof. (Dr.) Victor cautions.

Challenges for the industry


Dredging sector is riddled with

the shortage of onshore and offshore manpower. DCI trains its own cadets for both engine and deck under government gazette notification to train the manpower under All India Dredging Cadre, and the certificate of competency is issued by DG Shipping under Sec 78 of MS Act 1958 for dredge grade exams, but these certification is not linked to The International Convention on Standards of Training, Certification and Watch Keeping for Seafarers (STCW). Hence, the certificates restrict the officers to work only on Indian flag dredgers. Such restriction results in brain drain of the trained officers to the main fleet for career growth, and the mainstream vessel earning are exempted from income tax and there are better post sailing career prospect. Currently there is no institute in India that offers training for dredge officers, as the demand and supply is very minimum. India also lacks qualified and experienced onshore personnel in comparison to European countries.

Another challenge that the industry face is the deviation from the FIDIC contract documents, as most of the tenders are based on modified version of FIDIC contract documents that are not coherent with other conditions and for cross reference.

Inland waterways project offers lot of potential for dredging industry, but the clarity is still lacking, and mapping of rivers and the ownership dispute and conflict of the river bed is yet to be resolved. Prof. (Dr.) Victor said, “As the dredging industry representative, I would expect IWAI to notify dredging policy for inland waterways, to formulate policy for beneficial use of the dredged river sand and to share the risk instead of loading it fully to the contractor. IWAI and State government should design the tenders based on the national dredging industry rather than following guidelines based for port sector resulting in discharging the tender often. It is evident river dredging and training is completely a new subject and not similar to the ports and harbor dredging works.” In the GST regime, the import duty on the dredgers are imposed as GST of 5 per cent, wherein in the past considering the dredgers under the Indian tonnage, it was proposed to the Ministry of Shipping to consider wavier of GST for import of dredgers.

Dredging calls for innovation

Dredging industry requires regular upgradation of the electronic, dredging equipment, production measurement gadgets and dredger monitoring system to increase the efficiency and productivity of the dredgers. Dredging is an integral part of port and maritime sector, but at the same time it is a capital intensive activity, which calls for an innovative approach to dredging to keep a check on cost. There is huge potential available in terms of maintenance, capital dredging works, flood control management, coastal defence works, dredging and training of the inland waterways. If the government decides to desilt dams and reservoirs that shall require additional capacity of inland dredgers to desilt dams and reservoirs as well the national waterways. Investors need to take a close look at the market predictions in the last two decades to understand the shortage of dredging capacity in the Indian market which shall prove the viability and potential in the dredging. 



L to R: Anna Pittalis, Gina Panayiotou, Helen Joannou Chrysostomou, Anna Vourgos, Despina Panayiotou Theodosiou, Tassoula Tsakanias, Yvonne Tsanos, Koula Louka. (WISTA Cyprus New Board 2017)

Trade, Tradition and Technology

The “T” in WISTA stands for trade, which means meeting people and seeing what business you have in common. The other two T’s that have a strong influence over our industries are Tradition and Technology, says Despina Panayiotou Theodosiou

Despina Panayiotou Theodosiou, CEO of TOTOTHEO Maritime is the new International President of WISTA. She was elected at the 37th International AGM of the association in Rotterdam on October 4.

TOTOTHEO Maritime is a leading maritime technology and satellite communications enablement business. Despina has served on the Executive Committee of WISTA International as Secretary for the last two years and is the founding President of WISTA Cyprus. Panayiotou Theodosiou is on the board of the Cyprus Shipping Chamber.

She is taking over the position from Karin Orsel, CEO of MF Shipping Group, who has held this role for the last six years. “WISTA is a networking association, it is about meeting people, and let’s not forget the T in our name,” said Panayiotou Theodosiou. “Trading means meeting people. Connecting and seeing what business you may have in common. There’s two other T’s that have a strong influence over our industries. One is Tradition. The other is Technology.

“I am a firm believer in both, I believe in the respect for tradition and in the future of technology. I believe in values, but encompassing change and making it our own. As the head

of a forward-thinking business, I work closely on the cusp of change, looking at the technology developments, the inventions, the trends.

“I listen to many influential, people in this industry, and I see how committed they are to evolve and modernize shipping. Some have a foot firmly in tradition, others do not. Both should be equally welcome.”

“But this is most certainly a period of societal change, and WISTA should be there as a voice to be listened to.

Change can be good for diversity and



for women in the industry, and the purpose of WISTA must be kept relevant.”

On a more personal note, she said: “I have a career

that I dreamt of, but it has not made me slow down. I like to challenge myself every day. For me it is important to seek self-development at every turn, to assume there is something you do not know, and there is more that you can do. Life is more than making an income, it is about making an impact, and I feel I have the privilege,

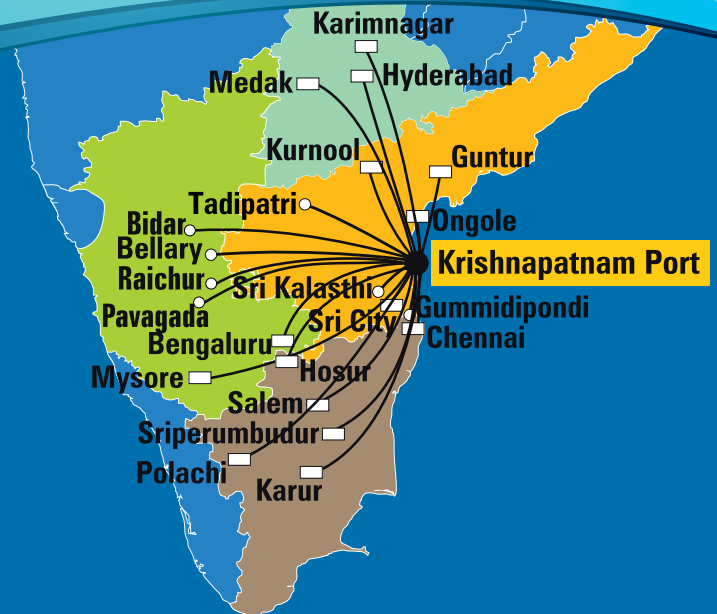
honor, capacity and opportunity to do that, and I think these are some of the values I would like to infuse into our international association.”

Diane Edwards, General Manager People, Systems and Technology, Ports of Auckland was elected as International Secretary at the meeting. Working with the port since 2011 following a consultancy roll at the New Zealand Ministry of Transport and roles with P&O Nedlloyd and Maersk New Zealand, Edwards has had an eclectic career which includes teaching, banking, accounting, IT, training change management and human resources. In her six years with Ports of Auckland she has helped revitalize the port through technological innovation and coalition building with the port workers.

WISTA International is the leading network of decision making women in shipping and trading around the world. WISTA International is guided by the Executive Committee: Despina Panayiotou Theodosiou, President, WISTA Cyprus; Diane Edwards, Secretary, WISTA New Zealand; Rachel Lawton, Treasurer, WISTA UK; Jeanie Grasso, Member, WISTA USA; Sanjam Gupta, Member, WISTA India; Katerina Stathopoulou, Member, WISTA Hellas; Naa Densua Aryeetey, Member, WISTA Ghana. 

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REDEFINING LOGISTICS LANDSCAPE

Logistics has become a focal point for many solar energy enterprises that are looking for cost savings, greater efficiencies and new markets.

Vinay Shetty, MD, Canadian Solar India outlines how logistics infrastructure can be strengthened to meet the needs of the industry.

by Deepika Amirapu

Q How would you assess the logistics preparedness of our ports and freight forwarders in India?

I would categorise handling of solar panels in two locations – at the port and at the site. At both places we would like to reduce multiple handling. At the ports, containers with solar modules can be RFID tagged and kept for clearance at a designated location to avoid multiple handling. An exclusive warehousing space for de-stuffing can minimise cracking of panels.

At the site, the presence of adequate equipment is the biggest drawback. Even the biggest ICDs in India do not have sufficient equipment. While handlers all over the world employ two people to carry the modules with equipment, in India one person carries it from the truck to the installation point bearing it on his head. As a result, the glass casing over the module is susceptible to developing cracks. Usage of forklifts at the site can prevent such mishaps.

Q Why solar panel importers prefer moving cargo by road over rail?

Using rail transport is tedious and stressful. The route and schedule are always uncertain and the shipper is never sure of when his cargo will be

aboard once it arrives in to the port. From 8 hours to 3 days it could be any time within a week. This makes planning difficult for us and we lose out on production time. We have equal complaints on road transport as well. But typically, most solar projects are in remote areas, we have no choice but to use road transport. The roads to the project site aren't laid well. We have our set of woes with the truckers too who abandon cargo at the site once they offload it. On an average, it takes us 28 days to receive cargo at site for installation from the time of arrival at the port.

Q The Customs are thinking of a re-classification too.

Yes, the Customs has classified solar panels as a DC Generator which attracts additional duty of 7.5 per cent. For the last 40 years, they were classified as modules but now they have decided to re-classify this because they believe modules can generate power, the truth being that modules need an inverter or a charge controller to generate electricity. This duty on 8-9GW on modules is a huge sum for anyone to bear.

Q What best practices can we adopt from ports overseas where

panels are frequently handled?

Rotterdam, I'm given to believe, has some of the best facilities for handling such equipment. They're not just efficient but are transparent too. In much of Europe too, when a shipment lands, you can affix a cost to every step of the logistics process. In India, you can't affix a cost to any process because there is no standard operating procedure. Each time the importer is presented with a different costing module to the same destination. For instance, a different destination charge is levied by different shipping lines when the route and the origin and final destination are same. Clearance charges for the same quantum of shipment vary each time making it cost ineffective for the shipper.

Q India is set to be the third largest PV market. What is the estimate of containers doing the rounds?

Let's do a simple math. Given that solar panels are huge, we usually use 40 footers. A Gigawatt of power roughly means 10,000 teu. With India's estimates of solar power production scaling limits every year, I see tremendous requirement for not just containers, but a uniform handling policy across ports and rail-road transport. [img](#)



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The global maritime industry was surviving a prolonged dry spell when it welcomed the new year of 2017 with a rather sombre mood, but as the quarters passed by the market dynamics changed and the industry could finally get some sunshine. According to data revealed by Drewry, global box volumes continued to expand in Q3 2017 (July to September) and are projected to attain a growth of 5.5 per cent y-o-y in 2017. India particularly posted stellar performance with major ports posting a growth of 3.24 per cent, together handling 326.4 million tonnes of cargo during the period April to September 2017 as against 316.1 million tonnes handled during the corresponding period of previous year.

On the shipping side the consolidation binge continued with the most noteworthy being the Hamburg sud's acquisition by Maersk. The deal is set to increase volumes of both Maersk Line and APM Terminals, while empowering the combined entity to control approximately 19 per cent of the world's container fleet capacity.

Maersk continued to be in the spotlight for various reasons be it the Petya malware attack that jeopardised operations of APM Terminals or the digitalisation initiative. Maersk further entered into slot exchange and slot purchase agreements with MSC and HMM. Maersk Line and MSC took over a number of charters and operations of vessels currently chartered to HMM. The cyber-attack had cost about \$300 million to the shipping line.

Digitalisation

This year saw the industry embrace digitalisation. Maersk Line made transactions completely "paperless." Not to stay behind, CMA CGM inked seven year partnership with Infosys. The goal is to simplify and transform CMA CGM's IT applications and improve customer service excellence.

Coastal shipping

The first container ship from Kolkata Port arrived at Pangaon Terminal at Keraniganj. On a separate note Shreyas Shipping, a prominent coastal cargo mover expanded operations to include dry bulk.

Growing trade

First air cargo moved between India and Afghanistan. Hafez Darya Arya Shipping Lines started a new liner shipping connection between

LIGHT AT THE END OF THE TUNNEL

The global industry got some respite in the second half of the year with cargo volumes growing. Logistics players in India are expanding capacity to meet the rise in demand coming from increased economic activity

by Omer Ahmed Siddiqui

Kandla International Container Terminal and the ports of Bandar Abbas in Iran and Umm Qasr in Iraq.

Direct port delivery

JNPT reported an eight-fold rise in DPD registrations in January 2017, with 483 importers registering as against 60 in December 2016. With this spike, the total DPD registrations have increased to 543.

Terminal capacities

The International Monetary Fund expects India's growth to rebound to 7.2 per cent in fiscal year 2018 and further to 7.7 per cent the next year. This economic growth will transform into growing exim activity, for which logistics players are boosting their capacities. Some of the noteworthy infrastructure upgradations in 2017 are listed below:

- Puduchery Port is being revived to handle container traffic. A modern Trestle Jetty is being set up at Silambiamangalam exclusively for

Ramco Industries.

- With many automobile makers using Kamarajar Port to ship out vehicles to overseas markets, a second terminal costing ₹320 crore is being developed.
- APSEZ and CMA CGM are commissioning the Adani CMA Mundra Terminal Pvt Ltd.
- APM Terminals has initiated the process to sell Gujarat Pipavav Ports.

Liquid cargo

IMC Ltd will develop a liquid cargo handling jetty and associated facilities at Shalukkhali, Haldia Dock-II. In another development, Mitsui O.S.K. Lines signed an agreement with Swan LNG Pvt Ltd for the long-term operation/maintenance of a FSRU that will serve as the core receiving facilities in LNG terminal to be developed by Swan Energy in Jafrabad, Gujarat.

Essar Ports bagged the contract for an LNG terminal and storage facility



at Haldia port. The 1 million-tonne terminal will serve as a daughter facility to sea port-based LNG terminals.

Simon India will provide Engineering, Procurement and Construction services for Adani Mundra's LPG Terminal at Mundra Port in Gujarat.

Dry bulk

A consortium led by Kakinada Seaports Ltd will develop and operate a coal handling terminal for 30 years at Paradip Port. In another development, Kamarajar port is developing two new coal berths and the existing iron ore berth is being converted into a coal berth, which will increase its coal handling capacity by 36 million tonnes per annum. A deep water port is being set up by ILFS at Parangipet near Cuddalore for moving coal.

Logistics

- The Andhra Pradesh government under Sagarmala identified 90 projects entailing investment of ₹1,30,762 crore. Two industrial cor-

ridors and five SEZs will be part of the project.


- DP World will spend part of a planned \$1 billion investment in India on new inland logistics centres.
- Maritime clusters will come up in Gujarat and Tamil Nadu under Sagarmala.
- To provide real-time traffic updates government will start highway radio services in 13 states.
- The first logistics park to be set up by the Road Ministry and NHAI will come up at Nagpur. Centre is planning to set up warehousing zones on the outskirts of major cities while the NHAI will set up logistics parks.
- Agility Logistics unveiled its first temperature-controlled Life Sciences Storage facility in Hyderabad.
- Electronic toll tags or FASTags are mandatory for all vehicles contracted by government for moving cargo.
- CONCOR has commenced train service from rail container terminal, Vadodara to Port of Pipavav.
- The Chennai Port Maduravoyal elevated corridor project receives nod from the Shipping Ministry.
- The rail connectivity to the upcoming Vizhinjam International Multipurpose Deepwater Seaport will be from Balarapuram railway station on the Thiruvananthapuram-Kanyakumari railway line.
- Concor has acquired the rail infrastructure of KIOCL located at the New Mangalore Port Trust.
- DP World Cochin and Concor flagged off weekly service between Bengaluru and Cochin.
- The new Railways business plan for 2017-18 includes long-term agreements with bulk movers, double stacking of small-size containers, introducing road-railers to hasten container movement at terminals.
- Snowman Logistics constructs a new warehouse at Alapuzha in Kerala with a total capacity of 4,500 pallets.
- Cold storage units are planned in Naya Raipur Adani Logistics Ltd has setup a MMLP at Kila Raipur of Ludhiana district in Punjab. The facility will support double stack train services to gateway port of Mundra and Pipavav.
- Bangalore International Airport opened a dedicated bonded trucking service from Tirupur to Kempegowda International Airport, as part of the KNITWORK CONNECT BLR project.
- Government will re-activate the Border Haat in Arunachal Pradesh to boost the border trade with Myanmar.
- Concor will develop MMLPs at Hyderabad and Surat. MMLPs will also come up at Paradip Port and Chennai Port.
- Patel Integrated Logistics will set up 10 warehouses together measuring over 1 million sqft. The first one will be in Bengaluru, followed by Ahmedabad, Chennai, and Gurgaon. The second phase will see warehouses in Pune, Mumbai and Hyderabad.
- A double railway line will come up between Thiruvananthapuram in Kerala and Kanyakumari in Tamil Nadu.
- The Thar Dry Port is coming up with new ICDs in Jaipur and Vadodara. Three more facilities will come up in central, north and north-west India.
- Balmer Lawrie is developing MMLP in Vizag in partnership with Visakhapatnam Port Trust. It is also developing temperature controlled warehouse at Patalganga near Taloja in Navi Mumbai.

Regulations

Major governmental policies that caught the headlines were Demonetisation and GST. Demonetisation particularly impacted the road logistics sector, while the shipping sector had a smooth sail as all transactions are through banks. GST on the other hand ensured smooth movement of trucks across state borders.

The new Inland Vessels Bill, 2017 proposes the enrolment of non-mechanically propelled vessels. The Union Cabinet has approved the setting up of Rail Development Authority to determine tariffs, set efficiency and performance standards.

Ease of doing business

India surged in World Bank's ease of doing business ranking from 130 to 100th position. The Central Board of Excise and Customs implemented electronic sealing for containers by exporters under self-sealing procedure. 

Pulses exports to increase

The Cabinet Committee on Economic Affairs has given its approval for removal of prohibition on export of all types of pulses to ensure that farmers have greater choice in marketing their produce and in getting better remuneration for their produce. A committee chaired by Secretary, Department of Food and Public Distribution will review the export/import policy on pulses and consider measures such as quantitative restrictions, prior registration and changes in import duties depending on domestic production and demand, domestic and international prices and international trade volumes.

It is expected that pulses production will be sustained in the country and the import dependence on pulses will come down substantially. In the 2016-17 production year, 23 million tonnes of pulses were produced.

High tax hits wheat imports



India's decision to raise import tax on wheat and peas will reduce the flow of wheat shipments from the main Black Sea producers Ukraine and Russia and has already hit the Russian market for peas. India recently doubled its import tax on wheat to 20 per cent, as the world's second biggest producer tries to rein in imports to support local prices. The move is a significant blow for Ukraine, India's largest supplier, and there are concerns that Ukrainian exporters will now need to cut prices to compete more fiercely in other markets which could be bad news for rivals such as Russia and the European Union.

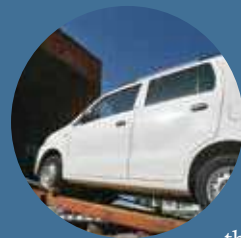
Engineering exports on the rise

Indian engineering exports are benefiting from an impressive turnaround in demand in most of the developed economies, including the US and Europe. The US accounted for an annual growth of 91 per cent in shipments in September this fiscal, along with several other key markets of Europe, the UAE and China. While the shipments of engineering exports to the US went up by a whopping 91 per cent to \$1.53 billion in September, from \$551 million in the same month last fiscal, the



April-September despatches had gone up over by 47 per cent to \$4.79 billion from \$3.25 billion in the first half of the previous fiscal.

Maruti is the largest passenger vehicle exporter



Maruti Suzuki India has become the largest passenger vehicles exporter in the first half

of the ongoing fiscal, dethroning Hyundai Motor India which has now been pushed to fourth spot behind Volkswagen and General Motors. In the April-Sept period this fiscal, Maruti Suzuki India exported 57,300 units of passenger vehicles as against 54,008 units in the year-ago period, up 6 per cent. Hyundai Motor India Ltd on the other hand shipped 44,585 units as against 63,014 units in the year-ago period, a decline of 29.25 per cent. The company is now behind Volkswagen and General Motors India

Rice exports on the rise



Agriculture exports led by rice jumped by 13 per cent during April-September as dealers overseas built up stocks amid fears of a ban by the EU. The rise in farm exports was primarily driven by rice, both basmati and non-basmati, which contribute nearly 44 per cent to the country's annual farm shipments. Exports of rice rose by over 30 per cent in dollar terms and 25 per cent in rupee terms during April-September as European buyers built inventories in anticipation of tighter quality tests effective November 1. The value of basmati rice exports jumped to \$2.13 billion in April-September from \$1.63 billion in the same period a year ago.

Shrimp top among seafood exports



In 2017 until September, India has recorded \$3533.34 million from seafood exports in which shrimp exports registered approximately 95 per cent of the sales. Demand for shrimp is leading the increase in Indian seafood exports which totalled \$3491.48 million between January and September 2017. According to shrimp export data of India 2017, the highest export sales recorded in July (\$791.22 million) and the lowest export sales recorded in the month of February (\$175.94 million). However, in terms of quarter wise analysis, India did least shrimp exports in the first quarter of 2017 and it is highest in the third quarter of year 2017.



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Antwerp Port Authority, CEO- Mr Jacques Vandermeiren announcing plans of strengthening ties with India



Antwerp Port Authority, CEO- Mr Jacques Vandermeiren along with WISTA Members at the Antwerp Port Authority reception



Marc Van Peel, Chairman, Antwerp Port Authority



Raj Khalid, Representative - Antwerp Port Authority in India and Pascale Smeysers of Belgian Consulate



The team of Port of Antwerp along with Belgian Consulate members and Capt. Percy Master of Master Group



Flemish Minister President Geert Bourgeois shares information on Flanders region and economic ties with India

Their Majesties King Philippe and Queen Mathilde of Belgium graced a Port of Antwerp reception in Mumbai, which was attended by a cross-section of representatives from India's maritime, cargo and logistics trade. The Royal couple were on a seven day visit to India and were accompanied by the Deputy Prime Minister of Belgium, important Ministers and a high-powered business delegation comprising CEOs of about 90 Belgian companies.

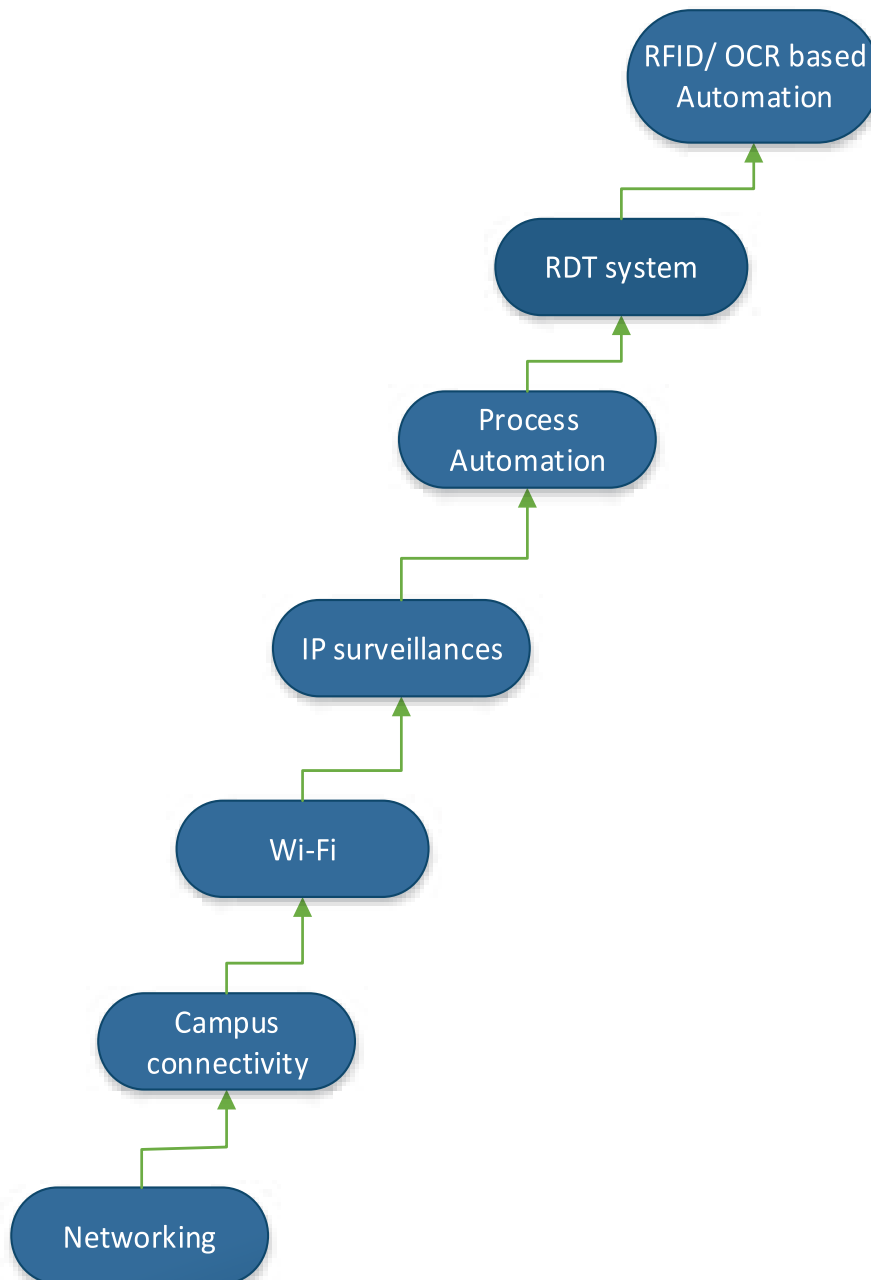


Honorary representatives of Antwerp Port authority take centre stage alongside the India representatives. From left to right: Malini Dutt (India Representative), Prashant Popat (Hon rep for Western India), Rajesh Verma (Hon. rep for North India), Deepak Ramaswamy (Hon. rep for South india), Raj Khalid (India Representative)

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Smart Logistic Summit comes to Bengaluru

After an overwhelming participation in 2016, the mega logistic summit taking the mettle forward came back to the cosmopolitan city of Bengaluru this year in the form of “Smart Logistics Summit & Awards 2017” in a more grandeur avatar



L to R: Ramprasad, Editor-in-Chief, Maritime Gateway; **Kazumasa Kuboki**, Chairman (Proposal Committee), Japanese Chamber of Commerce & Industry; **Dr B Basavaraaju**, IAS, Principal Secretary to the Govt, Transport Department, Government of Karnataka; **Dr. Anup Dayanand Sadhu**, Group General Manager, Container Corporation of India

Decades ago, precisely the year was 1983 when a group of youngsters embarked on a journey to put Bengaluru on the global IT map. Then a tier-II city known for its soulful music, an abode for retired public sector employees, home to some of the finest boarding schools in the country, gardens and blanket of green pastures, lakes et al., and a handful of public sector enterprises including prominent ones like BHEL and ISRO. Over a period of time the city as well as the state of Karnataka has also carved a niche for itself in the global trade scene for its merchandise trade as well. No wonder exports from Karnataka has been on the rise, and total exports from the state is about US\$ 52 billion which contributes to about 13 per cent of India's exports to the world. Compared to the state's contribution to country's EXIM econ-

omy, a lot more is desirable on the infrastructure front. The state's sole ICD at Whitefield is now engulfed by the ever expanding unregulated city limits. The moment one sets onto the chock-a-block motorways connecting the airport to the city there is a realisation of the stark contrast that a place has on offer which is known for providing the finest technology solutions to the world. The state's EXIM based economy had a dream run so far, but to sustain the momentum there is a dire need not only to provide logistics but to make logistics 'SMART'. With the motto get ready for the future, Gateway Media had launched the first edition of Karnataka Logistics Summit in 2016 at the state capital, and taking the mettle forward it came back to the cosmopolitan city of Bengaluru in 2017 in the form of “Smart Logistics Summit & Awards 2017”.

The mega logistic summit took place on 3rd November, and was attended by about 200 delegates, including some of the biggest stakeholders from EXIM community, logistics service providers and senior bureaucrats from state government. The theme of the summit is 'Logistics Plan for a Vibrant EXIM Hub'.

Vibrant Industrial Activity & Surge in Cargo Volume
Ramprasad, Editor-in-Chief, Maritime Gateway set the tone for the summit with a brief overview of the existing and upcoming infrastructure in the state, along with the depiction of an elaborate background on the industrial scenario and cargo generated from the state, gateway ports, and logistics challenges faced by the trade. He stressed that the publication and initiatives like the summit will continue to become a valuable

knowledge partner for key agencies and organisations that are working for promotion of the maritime sector and EXIM logistics. Karnataka is one of 17 states in the country to have developed their Export Strategy. And the result is quite evident from the state's export oriented cargo and industrial growth. Highlighting the industrial and logistics scenario in the state in FY2016-17, Ramprasad emphasised that the state has received FDI of US\$ 4,121 million, and ranks 4th in merchandise exports. Karnataka is second highest producer of special purpose machinery and heavy electrical machinery, and ranks 5th in pharmaceutical exports, 65 per cent of aerospace related exports from the country, 70 per cent of country's coffee production, contributes 65 per cent to the country's total silk production, and all these have resulted a GSDP growth of 6.9 per cent. Some of the industrial developments that would trigger further cargo movement is a 300-acre SEZ that has been created in Belgaum. India after becoming a signatory of Copenhagen Climate Change Conference, the thrust is on renewable energy and some leading manufacturers of solar panels and components have set their base in Karnataka. Even a 200 MW solar power plant is under construction in the state. Karnataka has also made a mark in food processing segment with six major food parks at Bengaluru rural, Tumkur, Shimoga, Davangere, Bijapur and Belgaum.

Major industrial corridors Chennai Bengaluru Industrial Corridor (CBIC) and Bengaluru Mumbai Economic Corridor (BMEC) is further expected to fuel goods movement in the region. Additionally, National Manufacturing and Investment Zone (NMIZ) near Tumkur will fillip manufacturing sector. Ministry of Economics and Trade & Industries (METI), Japan, has shown interest to develop Japan Industrial Township at Tumkur. In addition, an Integrated Machine Tool Park is also being developed adjacent to Japan Industrial Township. **Kazumasa Kuboki, Chairman (Proposal Committee), Japanese Chamber of Commerce & Industry**, Bengaluru emphasized on the urgency to improve road infrastructure between Bengaluru and Chennai region. The Japanese government in particular has extended assistance among others financing



Former Indian Cricket Team Captain and Chief Guest of the awards night, Kapil Dev

infrastructure development projects to improve connectivity between the two major trade hubs. The Japanese government is also eager to collaborate to develop a peripheral ring road on the outskirts of Bengaluru, and another road project connecting the satellite township to the national highway, and Dabaspete to Hoskote. Southern India is a key market from the Japanese investment point of view and success of these projects depends a lot on better logistics infrastructure and connectivity. Apart from road connectivity projects, development of Industrial Township is another key investment area for Japan.



Dr B Basavaraaju, IAS, Principal Secretary to the Govt, Transport Department, Government of Karnataka

Logistic Infrastructure

Despite the mammoth cargo volume originating from Karnataka, the state has only one major port and 12 minor ports. Hence, as a result a section of the cargo moves through Chennai (40-45 per cent), Krishnapatnam (10-15 per cent), JNPT (3-5 per cent), Tuticorin (2-3 per cent), and Kattupalli (1-2 per cent). A well connected inter-state highway network has eased a major volume of containerised cargo movement, in excess of 60,000-70,000 teus by road. Chennai Port handles maximum volume of road movement which is almost equal to 10,000 teus followed by other ports Mangalore, Tuticorin, Krishnapatnam, Kattupalli and JNPT. There are 10 major industrial areas in and around Bengaluru, out of which Peenya, Bidadi, and Dabaspate industrial zones situated along side Bangalore-Tumkur highway are largest industrial hubs.

Keeping in view on increasing demand for goods movement by truck, the state government has formed a company D. Devaraj Urs Truck Terminals Limited, with the objective of establishing district-wise truck terminals. The state government is also eager to adapt to changing requirement of shippers and ready to offer contemporary logistics infrastructure. Bringing focus on some of the development initiatives taken up by the state government, **Dr B Basavaraaju, IAS, Principal Secretary to the Govt, Transport Department, Government of Karnataka**, presented Bengaluru Multi-Modal Logistics as a case study to enhance logistic efficiency in the country. Dr. Basavaraaju said skewed modal mix and underdeveloped infrastructure is posing several challenges in Indian logistics sector. There is a need to develop integrated logistic infrastructure to support the rapid economic growth. Bengaluru is one of the four locations in India apart from Hyderabad, Surat and Guwahati, where under the LEEP program, pre-feasibility study is being carried out by ADB for setting up Multi-Modal Logistics Park (MMLP). Dr B Basavaraaju apprised the audience that the size of freight market in Bengaluru stands at 46.3 million metric tonne, out of which domestic cargo volume enjoys an overwhelming market share of 94 per cent and remaining 6 per cent consists of EXIM cargo. More-



Rapt audience at a session in progress

over, 92,400 teus of EXIM bound cargo is moved by road and 93,161 teus by rail. In the domestic cargo basket, 42.4 million metric tonne of goods moves in the form of break bulk and 1.1 million metric tonne domestic cargo moves in containers. Projected traffic potential in Bengaluru in bulk and break bulk segment is likely to register CAGR of 7.42 per cent between FY2017 and FY2035, while container traffic is expected to grow (CAGR) by 10.91 per cent during the same period. While the Bulk cargo basket consists of food grain, FMCG, steel & iron, cement, chemicals, pharmaceuticals, the containerised cargo portfolio consists of garments, electronic & electrical items, gherkins, auto parts, and machinery. The transport secretary stressed that Dabaspete is a major cluster and 45 per cent of cargo moves towards Tumkur.

City congestion is one of the major logistics challenges underlined by the transport secretary and urged logistics service providers to develop logistics parks on outskirts of Bengaluru to keep goods traffic away from the city. The transport secretary stressed that in coming times the limelight would be on Dabaspete, which will be a major cargo cluster and hub for logistics park. Large number of trucks are parked along Tumkur Road, Hosur Road and others due to lack of adequate trucks terminals causing congestion on highway. There is limited logistics support such as warehouses and ICDs for industrial clusters around Tumkur, Dabaspete

and Peenya, added Dr B Basavaraaju. Cold storages and multi-modal facilities are inadequate for the region. There is scope for service providers to tap a market in cargo consolidation and value added service.

Expensive first and last mile trucking cost to and from existing ICDs is a bottleneck for containerised cargo. Shippers from the state currently facing 1-3 days delay at Chennai Port in case of direct road movement. Moreover, shippers are also losing a day's transit time due to restriction on cargo movement in the city. Meanwhile, the transport secretary expressed confidence that Dabaspete MMLP would resolve many of the issues by offering direct linkage to port in both rail and road mode of transportation. The logistics park would operate on five point framework, which includes technology driven approach such as RFID bar coding and live tracking; value added services such as labelling and packaging; multimodal transport; integrated solutions offering CFS, ICD, truck terminals under one roof; and large scale freight through proximity to consumption centres, industries and gateway ports. The proposed park also offers opportunity for private participation to invest, develop and operate the facility for various end users.

Market Potential of Karnataka

The state is on the path not only to explore enhanced cargo movement routes in the domestic market but also to international destinations. One such example was shared by

Dr. Anup Dayanand Sadhu, Group General Manager, Container Corporation of India, where he said the company is contemplating to offer shippers an option of land movement of cargo to Dhaka. The Concor ICD at Whitefield alone has a throughput of 1.35 lakh teus of exim boxes, with an average annual growth of about 7-8 per cent. Notably, Bengaluru and Dhaka is a significant trade route, and there is an opportunity for ports on the East Coast of India to tap the cargo which is being transhipped via Colombo. It will not only bring down the voyage time and cost but it can assist shippers to save on logistic cost. Due to location advantage of Chennai Port, it handles a major volume of cargo from Karnataka, however satisfaction level of shippers in using the port in terms of congestion and customer friendliness are still poor. On the contrary, private ports and terminals are fast catching up with Chennai Port through their efficient and effective customer service. The Concor rail service which started about a year ago between Whitefield and Krishnapatnam with weekly one service has now increased to 3-4 rakes per week. In some cases cargo moved by rail seems to be costlier affair than road due to repositioning charges and other handling charges imposed by ports, shipping lines and ICDs, hence there is a need for an immediate attention from respective service providers. Concor is planning to reintroduce rail services to Cochin and Kattupalli and a weekly service to Tuticorin. Concor despite being in the state for more than two decades has not been able to expand as required, hence, the PSU major is working on to make up for the lost time and currently its priority is to operationalize an ICD at Nanjangud apart from another ICD at New Mangalore Port. A new railway line between New Bengaluru and Hassan has been commissioned by South Western Railway (SWR) early this year and Concor has plans to leverage this route to improve connectivity to New Mangalore Port and western parts of Karnataka. Meanwhile, from the prospective of dry ports, there is a keenness for a regulatory body to keep a tab on the fee levied by the CFSs and to create an environment for a healthy competition among the peers.

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Managing Container Supply Chain: A Shipper's Perspective

It is incumbent on the ports to customise solutions to ensure quality of service always remains superior. Customisation and automation of port procedures is the need of the hour



L to R: Ramprasad, Editor-in-Chief, Maritime Gateway; **S Padmanabhan**, Director, Sattva Logistics; **Vinita Venkatesh**, Director, Krishnapatnam Container Terminal; **Vinay Shetty**, Managing Director, Canadian Solar India; **Padmini Pagadala**, Associate Director, Flipkart Internet Private Limited

The principal-agent relationship in the supply chain and logistics industry is the most crucial determinant to the success of the movement transaction. It is governed by many aspects – functional and economic. During the entire process of the supply chain – from the flow of goods, information and money there are many tenuous links that could derail the process if all service providers are not at their efficient best.

With the shippers making a demand for consistency in efficiency, all the stakeholders in the shipping and logistics chain have to rev up their engines to remain in vogue with the shippers. Therefore, at the first business session at the Smart Logistics Summit, it was the shippers concerns that took centre stage in this session. The session had representatives from the industry- exporters and importers who were using ports and allied services for their business.

One of the biggest tasks of the

business was lesser transit time at ports and container freight stations. Canadian Solar, the world's third largest independent solar power producer imports more than 20,000 containers annually to India. To produce this amount of power, panels in huge numbers are imported from China and Thailand mainly. While it takes about 20 days for the panels to reach Indian shores from the factories overseas, shippers complain that the local logistics system takes more than that to clear the goods from customs and dispatch them to the place of installation. "This makes the logistics cost almost seven percent of our total production cost which is a significant amount for us," said **Vinay Shetty, Managing Director, Canadian Solar India**. Moving solar panels also requires the freight forwarder and transporter to wary of any damage to sensitive panels. At times, the products have seen a 90 percent erosion because of improper

and inappropriate handling, Shetty said. It is, therefore, imperative for the truckers to understand the nature of the equipment being handled to prevent damage.

In response to this, **Vinita Venkatesh, Director, Krishnapatnam Container Terminal** said it was incumbent on the ports to customise solutions required by the shippers to ensure quality of service always remains superior. To be responsive to the customers' needs, she said, is perhaps the biggest task from any new age port.

Backing this request was another big billion customer- Flipkart. Uncertainty at ports while handling cargo, a breakdown or inconsistencies of the customs portal and inflexibility was cited as a prime concern by India's largest e-commerce giant. In a specific instance that was quoted, huge inflows of cargo were expected during the big billion sale. Given the humongous flow of cargo, automisation of port procedures was a given requirement. However, ports from where cargo came in were found wanting on this front. "We were just a few days from the big billion sale and our stocks of furniture had not made it to the warehouse yet from port yet because of certain procedures that had to be complied with," **Padmini Pagadala, Associate Director, Flipkart Internet Private Limited** said. The need for ports to be more flexible in offering a lot more services to customers was a constant strain made by all customers. High value imports also mean requirements of huge warehousing space in with good dock heights. If ports are able to cater to these requirements of the customer, Flipkart could cater to a lot more markets with the current penetration accounting only for 2 per cent of the market.

The dialogue between the shippers and service providers went beyond the typical services expected of the ports and the transportation industry. Customisation and automation were the major bids raised by the shippers. It redefined logistics and supply chain. The general idea of logistics is to strategically manage the total flow of goods. Logistics optimization, therefore, cannot be achieved only from the viewpoint of one firm; it requires total optimization of the flow of goods across all firms in the supply chain. [mg](#)

Connecting to Gateway Ports: Optimising Time and Cost

Ports should ramp up infrastructure and implement new technologies that increase efficiency and security



L to R: Satish Kumar, President, East Coast Logistics; **Hariharan P**, Chief Executive Officer, Sindhu Cargo Services; **Capt Jeyaraj Thamburaj**, Business Unit Head, Adani Kattupalli Port; **N Krishna Kumar**, VP-South India, MSC Agency (India) Pvt Ltd; **Hande Diltemiz**, Country Head, H&M; **Vijay Kumar Shimpi**, Chief- Contracts, Procurement and Logistics for Tata Power Systems; **N Girish**, Executive Committee Member, Bangalore Customs House Agents Association

Ports are critical nodes in global supply chains with the continuing growth in the volume of freight moving through ports. They need to excel in collaboration with suppliers and customers, demand and capacity planning, and ensure all verticals cater to performance standards. In a scenario where needs of a wide range of customers need to be met, terminal performance is key to value creation and customer retention. Container shipping lines, ports and terminals can achieve significant savings even with minor improvements in planning and scheduling.

The second business session in the Smart Logistics Summit focused on how ports can be responsive to customers' needs. **S Vijay Kumar**, Chief- Contracts, Procurement and Logistics for Tata Power Systems said major ports should ramp up their handling infrastructure and technical resources in reducing congestion at ports. For Tata Power, India's largest renewable power generator

and another large importer of solar panels, movement restrictions from Chennai Port, last-mile challenges and shipping vessel frequency were some of the glaring deficiencies that needed rectification. The need to safely manage an ever-expanding cargo and passenger load should drive many port officials to evaluate new technologies that increase efficiency, improve security, and revenue for port authorities, as well as tenants, the panel members stated.



Rapt audience at a session in progress

The Customs concerns faced by the customers were addressed by the executive member of the Bangalore Customs House Agent N Girish where he said the customs was focusing on ensuring transparency in operations. He also called for uniformity in costing practices from the shipping lines and freight forwarders to avoid undue pricing for seasonal services. Facilities such as the Authorised Economic Operator and Risk Management System was helping EXIM trade greatly, he said. The response to better services should be met by the transporters as well, reckoned **Hariharan P**, Chief Executive Officer, **Sindhu Cargo Services**. For this better port facilities that do not hinder movement of goods was stated as a mandatory requirement.

Capt Jeyaraj Thamburaj, Business Unit Head, **Adani Kattupalli Port** detailed on how the port developed a multi-lane highway connecting to the Grand trunk road in a short span enabling easy movement of all cargo in and out of the port. Another Northern Access port road built by the Ennore and Kattupalli ports would connect to NH5 and the the outer ring road of the city to the port. The presence of a good connectivity to and from the port he said would ensure lower inventory in the supply chain for port customers, he said.

"How to shorten lead time in ports should be the predominant question occupying the minds of all service providers," said **Hande Diltemiz**, Country Head, **H&M**. The retail apparel brand has been sourcing raw material from India for 33 years now and said key documentation was another area where ports and the shipping ministry should look at easing for any port customer. To make logistics count, it is important to also ensure the system is on par with the technological advancement and the vehicles on the road are upgraded continually too. "Right from the first stage to the fag end where the product is consumed by the customer, logistics plays an important role," she said.

A pressing case for a unified logistics policy by all states in India was made for. Being sustainable and cost conscious, she said should be the collective goal of every stakeholder in making India's logistics network efficient. **mb**

Winners Take it All



Smart Logistics Bengaluru 2017 Award winners

It was a windfall of some moments of glory and glamour for the logistics and EXIM fraternity of Bengaluru. There was something for everyone to cherish for rest of the year. It was that moment in the Smart Logistics Summit & Awards 2017 which called upon the best in the business to be recognised for what they have achieved for trade. The Smart Logistics Summit & Awards was not only about some thought provoking business sessions, but there was also equal passion for some serious business networking and laidback moments appreciating the galaxy of smart achievers of Karnataka. A day filled with deliberations has to be followed by celebrations and that is what the Smart Logistics Awards were all about - to honour and encourage the movers and shakers of the industry that make logistics in the state smart. Awards were given in twenty-one categories to star performers who walked away with trophies in their hand and a big grin on their face. And those off the dais applauded with equal vigour every time a name was announced because trophies were given away by none other than the ace cricketer and former captain of the team which made India the World Champions for the first time. Being true to the legacy of an unpredictable game of cricket, Kapil Dev let loose all the funny bones and tickled the crowd with some witty lines with rich and subtle life lessons. The awards also acknowledged the good practices the companies followed, the technological innovations they used in their business and the quality conscious systems they put in place for their firms to function as a well-oiled machinery. The awards ceremony concluded with a sumptuous feast befitting only the best as glasses clinked in celebration and appreciation. Maritime Gateway's continual passion to strive for excellence, and its willingness and action-oriented approach to achieve near perfection in its work and its relationships with the global clientele was symbolised yet again through this event. **mg**

SMART LOGISTICS AWARD WINNERS

Smart Exporter - Mango Pulp: Fairy food products pvt ltd

Smart Exporter - Granite: Sati Exports India Pvt Ltd

Smart Exporter - RMG: Hennes & Mauritz Retail Private Limited

Smart Exporter - Gherkins: Indo Spanish Tasty Foods Pvt Ltd

Smart Exporter - Automobiles: TVS Motor Company

Smart Importer - Sports Goods: Puma Sports India Pvt. Ltd

Smart Importer - Autoparts: Toyota Kirloskar Motors Pvt Ltd

Smart Importer - Newsprint: Bennett Coleman & Co Limited

Smart Importer - Solar: Tata Power Solar Systems Limited

Smart Importer - Furniture: Royaloak Furniture India Llp

Smart ICD: CONCOR - ICD whitefield

Smart Liner: Hyundai Merchant Marine India Private Limited

Smart Liner: Maerskline India Pvt Ltd

Smart Port/ Terminal: Krishnapatnam Port Container Terminal Pvt Ltd

Smart Port/ Terminal: Adani Kattupalli Container Terminal Pvt Ltd

Smart CHA: Sindhu Cargo Services Pvt Ltd

Smart Forwarder: Expeditors International (I) Pvt Ltd

Smart Transporter – Road: East Coast Logistics Pvt Limited

Smart CFS: Central Warehousing Corporation

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