



Fruitful Business!
Tarun Arora, CEO
IG International



Indian Tonnage Needs
a Level Playing Field
Ranjit Singh, ED & CEO, Essar Shipping

SEAFOOD
Seafood Exports
Riding a High Tide

south asia's premier maritime business magazine

maritime gateway

JULY 2018

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RNI NO: TELENG/2009/30633

POSTAL REGISTRATION NO: LI/RNP/HD/1137/2016-18

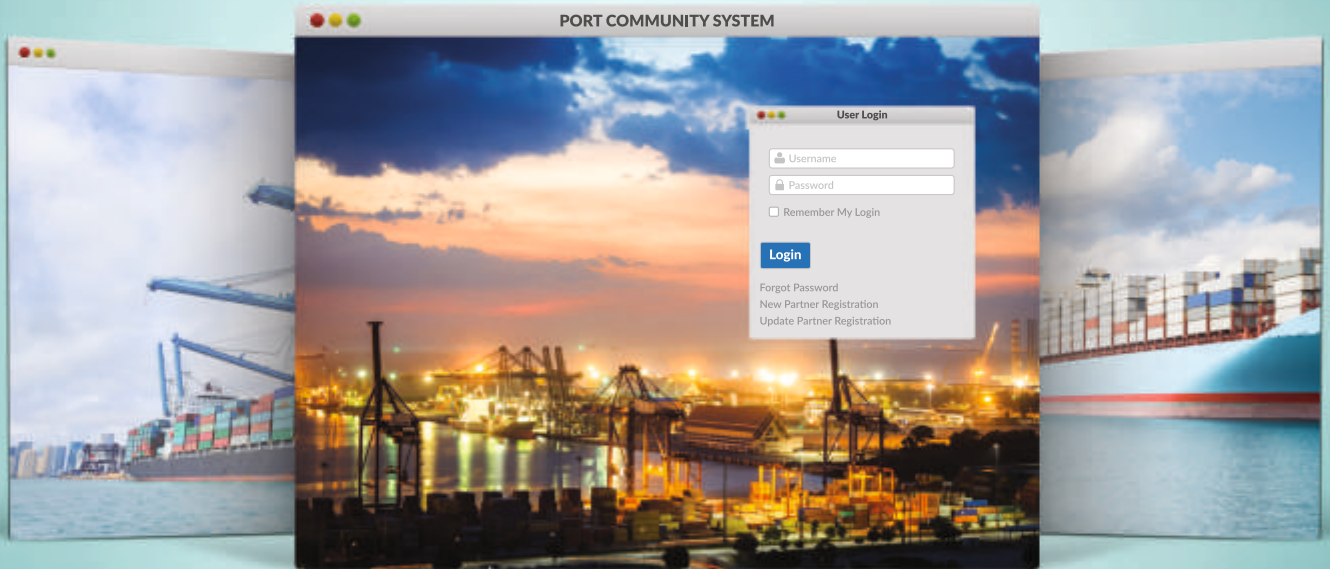
DATE OF PUBLICATION: 26/06/2018

DATE OF POSTING: 28/06/2018



₹ 100

SMART LOGISTICS SUMMIT & AWARDS - BHUBANESWAR
Industrial Growth and
Infrastructure Ecosystem



CHOOSING THE RIGHT DIGITAL STRATEGY

The very synesis of a Port Community System (PCS) is that it should be a neutral and open platform enabling intelligent and secure exchange of information to improve the efficiency and competitive position of the port communities. Globally, PCS are maintained by operators who are neutral, independent and a trusted third party.

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environment friendly deep water port
regularly servicing capesize vessel



JSW Infrastructure

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to **200 MTPA** by 2020

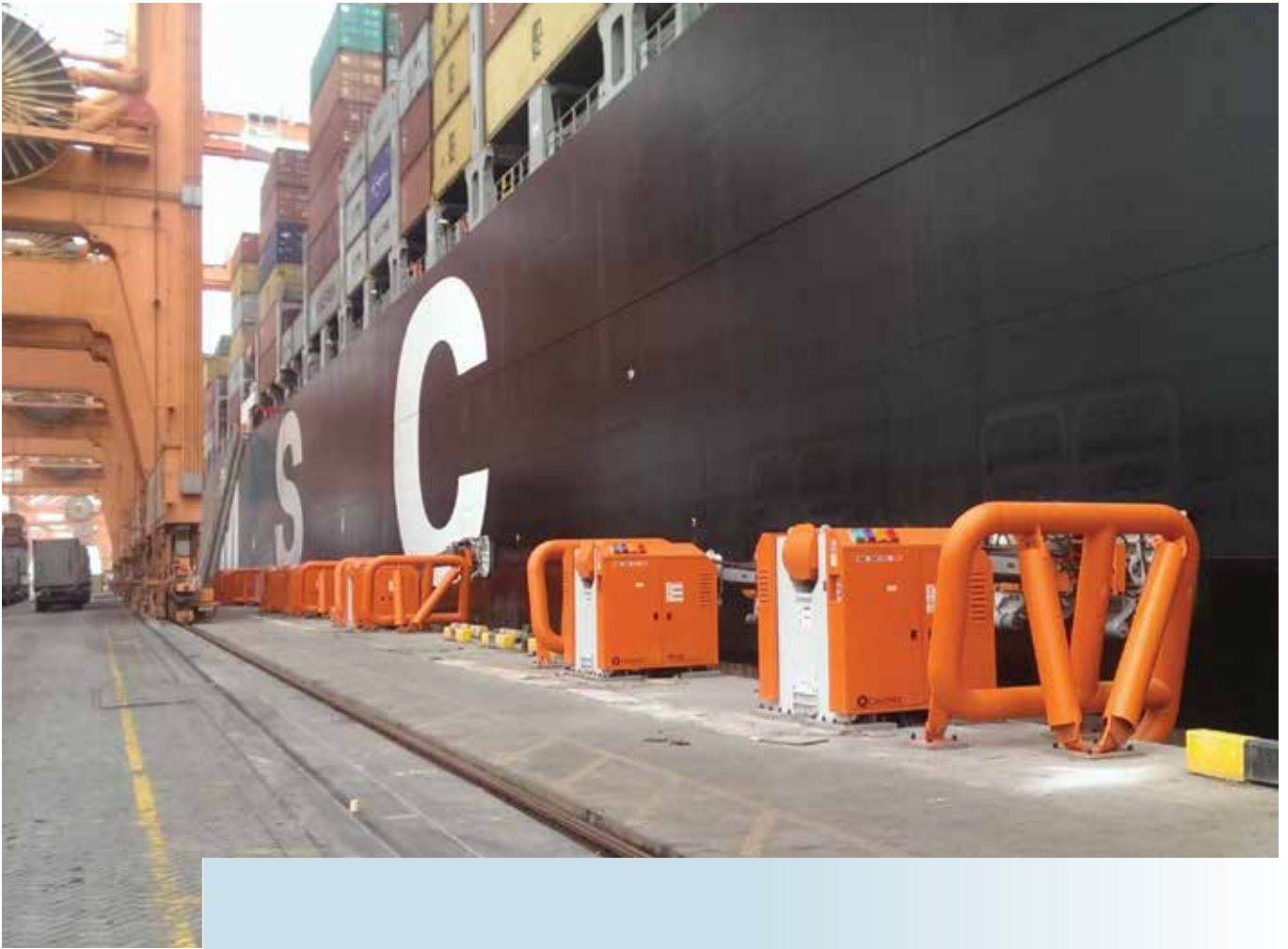
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A Bold Step Forward

It has been a "to be or not to be" moment for successive governments as far as relaxation of cabotage law is concerned. Lot of studies, debates and brain storming has been done over the years into assessing the pros and cons of allowing foreign lines to charter on Indian coast to move cargo among domestic ports. More than the technical or implementation hurdle, it was more of the inner fight, whether to open up the last frontiers of maritime trade to the foreign lines or to keep it reserved for Indian flag carriers.

Had it been in any other industry the outcome would have gone in favour of nationalistic sentiment, but as they say in global trade and open economy, market forces take the final call. In EXIM trade every penny counts, and exporters and importers try to squeeze the most value for their money as they compete globally. Even though Made In India goods are par excellence compared with products of any country, logistics costs and efficiency are areas where exporters are losing to their counterparts from other countries. One classic example has been Chittagong, Kolkata and Chennai Ports which despite having surplus inventory of empties couldn't move the boxes directly to any Indian port and it has to go back to a transshipment port before it could be brought to another Indian port. During peak season or festive times the practice has turned out to be nightmare for exporters as well as carriers including whoever involved.

There couldn't be a better time to have this decision. The wait has been bit long than expected but all is well when it ends well. People outside the maritime trade might not realize the importance of this single most important policy change in the history of Indian shipping, but it is no less a historic moment than the early 90s when India opened its economy to the world or the country adopted an 'Open Sky' policy.

Nevertheless the policy makers have delivered, and it is time for the foreign carriers, ports, terminals and other stakeholders of the EXIM freight forwarding community to come together to deliver upto the expectation. India has already made a steady progress on the global logistics index, and hopefully the latest policy intervention would further cement India's position as a global cargo hub. Nevertheless foreign carriers now free to move on coastal route would also free up space for Indian carriers to cater to the domestic cargo which is a positive sign for coastal shipping. Now time will reveal how this would result in increasing India's transshipment volumes, contributing to the savings. But definitely cost will come down because of empty repositioning and coastal movement.

R Ramprasad
Editor and Publisher
ramprasad@gatewaymedia.in

“
Time will reveal how
this would result in
increasing India's
transshipment
volumes.
”

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Maritime Gateway is printed by R Ramprasad published by R Ramprasad on behalf of Gateway Media Pvt Ltd #407, 5th Floor, Pavani Plaza Khairatabad, Hyderabad – 500 004 Telangana, India

Printed at M/s Kala Jyothi Process Pvt Ltd, 1-1-60/5, RTC Cross Roads, Musheerabad, Hyderabad – 500 020.

Published at Gateway Media Pvt Ltd #407, 5th Floor, Pavani Plaza Khairatabad, Hyderabad – 500 004 Telangana, India

Regd. Office: H.No. 8-2-293/82/A/379 & 379/A, 2nd Floor, Plot No. 379, Road No. 10, Jubilee Hills, Hyderabad – 500 033.

CIN: U74900TG2007PTC054344

Editor: R Ramprasad

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PRODUCT FEATURE

Shield your cargo

Dock shelters are the essential covering required to protect temperature sensitive cargo from harsh environment while loading and unloading goods in cargo trucks.



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SEA FOOD

Seafood exports Riding high tide

Long coastline, brackish water resources and some enterprising business leaders have made the seafood industry in Odisha a major exporting state in the country. Now with ports in the state offering reefer container service, the industry is up for some exciting times ahead.

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Industrial Growth and Infrastructure Ecosystem

The 2nd Annual Smart Logistics Summit 2018-Bhubaneswar shared an insight on how cargo moves between hinterland and ports in the state of Odisha. The summit was an effort to highlight the logistics bottlenecks in the region and explore how service providers could offer better solutions to facilitate business growth.

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Diversified cargo: Capacity constraints and way forward

Representatives from industries in Odisha spelled out logistics challenges they face in moving cargo. The panel coincided on the need for an integrated approach for improving end-to-end logistics

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Coastal Shipping on East Coast: New Opportunities

In a region where manufacturers and traders have a constant challenge of dealing with transport unions and cartels, cargo movement by waterways and sea seems to be a much more viable option. The session discussed various challenges faced by the trade while moving goods by surface transport, and how coastal shipping could be a more efficient mode of transport for this region.

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Three cheers to the winners

This is the evening the industry comes together to cheer for the champions who pushed the boundaries in whatever services they offer

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FRUITFUL BUSINESS!

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INDIAN TONNAGE NEEDS A LEVEL PLAYING FIELD

RANJIT SINGH, EXECUTIVE DIRECTOR & CEO, ESSAR SHIPPING LTD





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The unsinkable ship



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Interceptor, designed for Naval, law enforcement and offshore patrol applications, as well as being capable of high speed S.A.R. operations

being self-righting and offering fast emergency response times. Thunder Child is powered by a pair of Caterpillar C12.9 turbocharged, supercharged and intercooler diesel engines. It has a maximum speed of 54kts.

Thunder Child is fitted with long range fuel tanks of 5,000+L allowing a range of over 750NM. It has set a new world record by circumnavigating Ireland. The ship's hull is designed to set right its position even if it is turned upside-down, which makes the ship unsinkable.

Maersk Line's office in Kathmandu



Maersk Line announced the commencement of its new commercial office in Kathmandu, Nepal from 1st of June. Maersk Line since its entry into the Nepal market over 20 years back has been providing shipping and logistical solutions through its strong network in India. However, with the rapid growth of trade in the region, Maersk Line sees an opportunity to serve its customers better by being closer to them.

First ONE container arrives at Dadri

In May this year, the first container of ONE North India arrived at CMA CGM CFS Dadri. The container carried cargo for Denso Haryana and the logistics partner of the company is Sankyu India. A small ceremony was held at the CMA CGM CFS yard in Dadri where the Delivery Order for the container release was handed over to the customer by Mr Chander Kaul, Area Head - North India for ONE.

Subarnarekha port construction to begin soon

The construction of Subarnarekha port in Odisha will begin soon as the defence ministry has given its clearance for the project. Creative Port Private Ltd has proposed construction of an all-weather deep-draft commercial port at Subarnarekha River. Tata Steel has signed an agreement with the Chennai firm to pick up 51 per cent equity in the port project. The land acquisition for the project is already over as the state government had handed over 692.68 acre to the port developers. The port would have an initial capacity of 10 MTPA.

CMA CGM embeds artificial intelligence



CMA CGM Group has collaborated with Shone, a San Francisco-based startup that is specializing in the use of artificial intelligence for maritime transportation. This collaboration enables Shone to access the CMA CGM Group vessels to finalize the development of artificial intelligence systems on board container ships. Thus, CMA

CGM allows Shone to take onboard data collection systems which are then analyzed at the startup's headquarters in San Francisco. Once the development is finalized, this innovation will facilitate the work of crews on board, whether in decision support, maritime safety or piloting assistance.

WISTA - Sri Lanka Careers Day 2018

WISTA - Sri Lanka Careers Day 2018 program organized by WISTA Sri Lanka was held at the Port of Colombo which was a huge success. Nearly 100 students from nine girl's schools in Colombo participated in the program.

The Students were warmly greeted by Mahapola Training Institute and Upali de Zoysa, Director-Logistics at Sri Lanka Ports Authority made a presentation to students on shipping and maritime industry. Thereafter the students were taken on a comprehensive tour of Port.



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MSC registers containers with BoxTech

MSC has registered its global container fleet on the BIC's BoxTech Global Container Database. As a result the technical details of more than 10 million containers or approximately 40 per cent of the global container fleet are now available to database users which include shippers, forwarders, terminals and software solution providers. MSC fleet joins the other leading global carriers such as CMA CGM and Maersk in adopting the BoxTech solution. The non-profit platform will promote transparency and ease, standardised data access that are vital for digitisation.

US emerges India's top export destination

With \$47.9 billion worth of shipments last fiscal, the US has emerged as the top export destination for Indian goods, followed by the UAE and Hong Kong. "USA was India's top export market during April-March 2018 with exports reaching \$47.9 billion, followed by the UAE (\$28.1 billion) and Hong Kong (\$14.7 billion)," the Department of Commerce said. In 2016-17, the country's shipments to the US stood at \$42.2 billion. The other key export destinations include China, Singapore, the UK, Germany, Bangladesh, Vietnam and Nepal.

Dry bulk shipping to improve

The dry bulk shipping industry remains on the road to recovery, as demand continues to keep its nose just ahead of fleet growth, while scrapping and ordering remains subdued, according to BIMCO. Says Mr Peter Sand, Chief Shipping Analyst, "The improved fundamentals during 2017 are clearly seen in the freight rate levels during the first four months of 2018. Freight rates for Handysize, Supramax and Panamax went up by 25-27 per cent as compared to the same period of last year. All three sectors moved from loss-making average earnings in the full year of 2017 to a profitable level in first four months of 2018." However, "Capesize freight rates improved by only 5 per cent as compared to the same period last year."



India takes steps to operationalise Chabahar Port

India is all set to commence operations in the coming few days at the Chabahar Port. Also, the development of the port by India will continue despite the US pulling out of the multilateral Iran nuclear accord and threatening to impose sanctions on countries doing business with the Persian Gulf nation.

India has chosen Kaveh Port and Marine Services Co. to handle operations at Chabahar Port for a period of 18 months before picking a competent Indian firm for managing and maintaining the facility in the long term. Under the agreement, India is to equip and operate two berths in Chabahar Port Phase I with capital investment of \$85.21 million and annual revenue expenditure of \$22.95 million on a 10-year lease.

Three major ports get new Chairman-in-Charge



The Ministry of Shipping has announced new appointments in the top management of three southern major ports. P. Raveendran, Chairman of Chennai Port Trust, has been given additional charge as CMD of Kamarajar Port Ltd. Similarly, Venkata Ramana Akkaraju, Deputy Chairman of Cochin Port Trust, will hold additional charge as Chairman, Cochin Port Trust. Also, Rinkesh Roy, Chairman of Paradip Port Trust, has been given additional charge as Chairman of V O Chidambaranar Port Trust. All the appointments begin immediately and are for a period of six months or till the appointment of a new Chairman or till further orders, whichever is the earliest.

DHL SmarTrucking launched

DHL has entered India's crowded digital trucking market with the launch of DHL SmarTrucking. Under the newly formed Corporate Incubations board department, SmarTrucking aims to build an IoT-enabled owned fleet of 10,000 trucks within 10 years. Juergen Gerdes, board member for Corporate Incubations, Deutsche Post-DHL Group, said: "We expect to transport 100,000 tonnes of cargo and cover a distance of approximately four million km across India daily." Over a three-month pilot period covering 2.7m km, DHL said SmarTrucking's IoT-tech and data-driven route optimisation helped cut transit times by up to 50% compared with traditional trucking.

ONGC receives oil from Abu Dhabi

ONGC Videsh Ltd has received the first ever equity oil cargo from Abu Dhabi's Lower Zakum oilfield, as a shipload of Das blend crude oil reached New Mangalore port. The cargo consisted of 6,90,000 barrels of oil carried by *MT Wafrah*. The Das blend crude oil originates from the Lower Zakum oilfield in Abu Dhabi, which currently produces approximately 400,000 barrels per day. An Indian consortium led by OVL, the overseas arm of ONGC, holds 10 per cent stake in Lower Zakum Concession.

INDIA'S

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EMERGING CONTAINER HUB FOR EAST COAST OF INDIA

Equipped with adequate container cargo handling facilities, Karaikal port can handle the movement of container cargo quickly and efficiently. There are well established rail and road connectivity from the Port to its rich hinterland spread across mainly Tamil Nadu, Pondicherry and other South Indian states.

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CONTAINERISED SERVICE

FEEDER TO COLOMBO
COMMENCING SHORTLY



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CONTAINER SERVICES

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“ Digitalisation is about connecting the hardware with services, people and other data streams to build better ways of doing business. And the key to unlocking the value that industrial data holds is trust. We see significant demand for open industry data platforms.”

– Remi Eriksen
President and CEO, DNV GL Group



“ Once ports in India get the facilities similar to those at airports, cruise tourism will surely take off. Apart from that, security of ships and that of passengers is an issue that needs attention.”

– Romil Pant
Senior Vice-President, Thomas Cook



“ We believe the container transport industry will face challenges as technology changes the environment, but we are confident that an industry that has shown itself adept at change will rise to meet these challenges.”

– Charles Fenton
Chief Executive Officer, TT Club



“ Digitalisation will transform the industry and some opportunities will likely emerge. The IT factor will result in more stable market, with less peaks and shorter cycles. Another consequence will be that speculators will be put out from the industry.”

– Henriette Brent-Petersen
Global Head of Shipping and Offshore Research, DVB Bank



“ More than 50 years after the introduction of the container, the container transport industry faces the transformative rise of digital, data, analytics and automation. There is a range of futures where digital fundamentally changes the industry’s economics - for the benefit of both customers and industry participants - but getting there will require vision and relentless execution.”

– Martin Joeress
Senior Partner, McKinsey



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- ◆ Tax exemption on all activities conducted inside FTWZ
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For more benefits, please refer SEZ benefits

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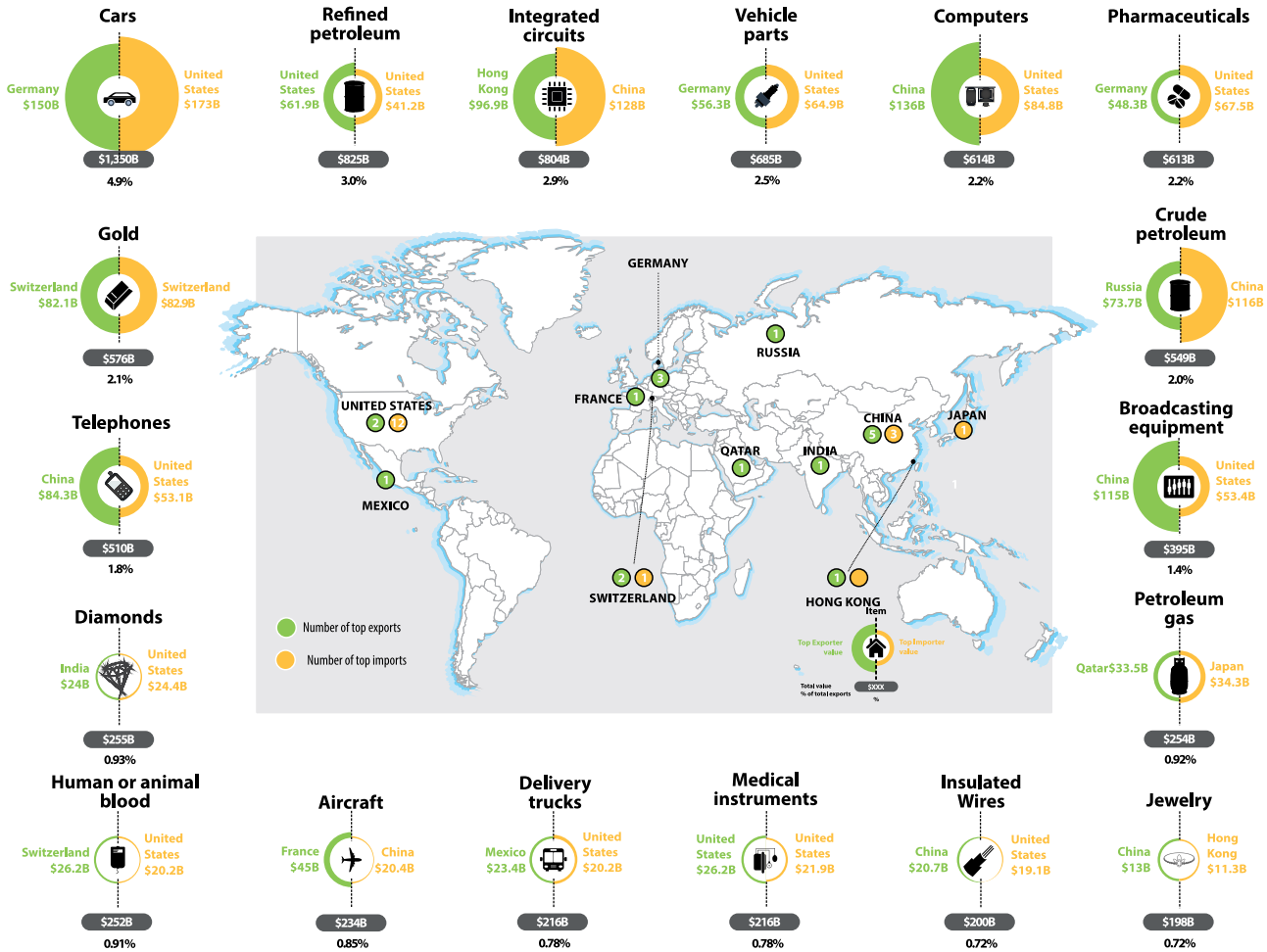
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- ◆ Consists of DTA and Multi- Product SEZ



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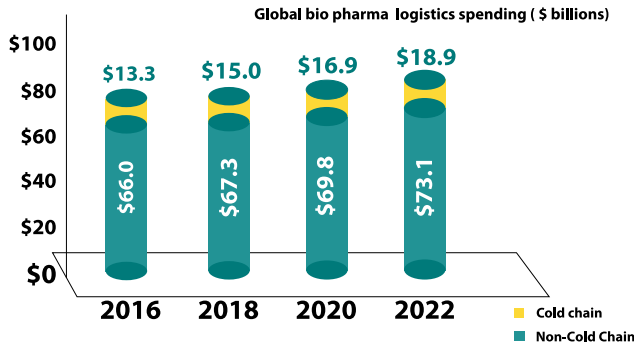


TOP 18 IMPORTS AND EXPORTS AND THE COUNTRIES THAT MOVE THEM THE MOST

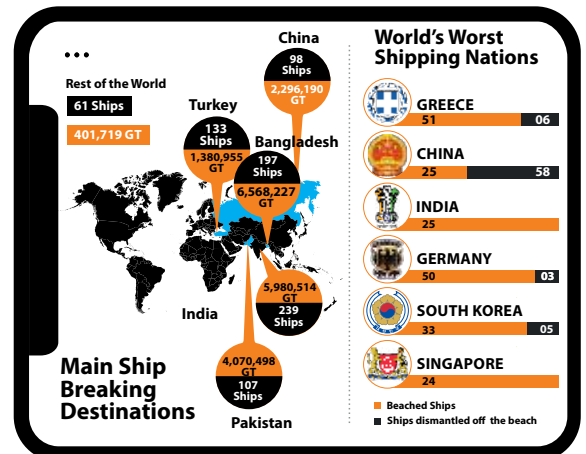


GLOBAL BIOPHARMA LOGISTICS SPENDING (\$BILLION)

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LOGISTICS

All that 'portly' story of 30 port' words

-The shortest story with their largest number

The seaports and airports are purported to be the portmanteau hubs for transport i.e. imports and exports. That portfolio could include heliports. All these could harbor teleporting for vital communication. Only foreign passengers stepping into their portals need passports. With the onset of mechanization, the need for portly workers has reduced in the wharfs. Sports are encouraged as disport for the crew and captains staying awhile, with whom good rapport is maintained, who, in turn, support as well as comport themselves to corporate policy. The porte is like a gigantic portico or like a prestigious gateway, with a portent of non-social elements standing to be deported. Unlike these hubs which are bustling with passengers and cargo, we can safely portray a different portrait at spaceports, and report that they are trafficless as their entry is strictly restricted. Now at the end, only carport and davenport appear to be missing, which anyway are actually there in every Port!

- C.Venkatakrishna

Krishnapatnam Port and Concor launch rail service to Central India

Krishnapatnam Port as part of its multimodal connectivity model, has launched a new weekly direct container rail service connecting the country's central region to the east coast and beyond, in association with Concor. The inaugural train left Krishnapatnam Port Container Terminal on May 29, 2018 with a full load of Maersk Line import containers. The new rail transit will run a direct shuttle service between ICD Nagpur to KPCT in a record 55 hours at competitive freight rates. The service is set to offer huge benefits for ex-imp shipments between Central India and trade destinations like China, the Far East, Australia, Bangladesh and West Africa, among others.

ICD at Ashuganj planned



The Bangladesh government plans to develop an inland container terminal at Ashuganj Port for facilitating transshipment of goods with India through waterways. The aim of the terminal is to help Indian containers and cargo vessels move from one place to the other using Bangladeshi waterways under the Inland Water Transit and Trade Protocol between India and Bangladesh. Ashuganj

has been nominated as a 'Port of Call' under the said protocol. Construction of the terminal is expected to start in July 2018, with projected completion by December 2021. Volume of container traffic on this route is estimated at more than 400,000 teus.

Storage facilities for dusty cargo in Nepal



The Ministry of Industry, Commerce and Supplies in Nepal has begun work to acquire land to streamline the transportation of dusty cargo imported from India in a bid to reduce trade costs for importers. The government plans to construct storage facilities around the Inland Container Depot in Birgunj to unload dusty cargos such as cement clinker and fly ash. Currently, there are no arrangements to store dusty cargo, which is transported in open wagons, at Birgunj Inland Container Depot, the only gateway with a rail link. The absence of storage facilities has forced cement industries to import the raw material by truck from the Indian states of Jharkhand and Odisha. This increases the import cost of raw materials significantly, as per industrialists in the landlocked country. Nepal is largely dependent on Indian ports for moving most of its exports and imports to global markets

DFC between Ateli in Haryana and Phulera in Rajasthan to be operational by August



In the Western Dedicated Freight Corridor, a 190-km leg of the project between Ateli in Haryana and Phulera in Rajasthan will be made operational from August 15. The PM office has asked both Maharashtra and UP governments to acquire and hand over the balance land expeditiously for the project.

The first section between Rewari and Iqbalgarh (639 km), out of which a 190-km stretch will be made operational from August 15, is about 70 per cent complete while the other five sections of the project are only 8%-16% complete as in January 2018.

The worst affected sections are the 102-km between JNPT and Vaitrana in Maharashtra where nearly 12 km of land is not available and work progress stands at just 7.4 per cent, and the 186-km section between Vaitrana and Sachin in Gujarat, where 17 km of land is not available so far and work progress stands at 10 per cent, as in January.

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

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Exactly three years ago, Liebherr Maritime presented the first prototype of the reachstacker LRS 545 at TOC Europe in Rotterdam. Now two further products have extended the LRS 545 series. The powerful LRS 545 - 35 that lifts 35 tonnes in the second container row and the LRS 545 Log Handler with a remarkable grapple capacity of 8.2 m².

35 tonnes machine LRS 545 - 35

After detailed market analyses and development phase, Liebherr Maritime is pleased to announce the desired extension of the load capacity by the LRS 545 - 35. As the name implies, the new reachstacker is capable of lifting containers weighing up to 35 tonnes out of the second row. It was possible to develop a more powerful reachstacker without changing the chassis of the common LRS series.



Liebherr launches first purely electrical port crane



Liebherr Reachstacker LRS 545 hardworking handling container at Antwerp Port

Efficient LRS 545 Log Handler

Sophisticated design and proven quality standards make the new Liebherr LRS 545 Log Handler a hallmark of reliability. With up to 30 tonnes lifting capacity and a maximum grapple capacity of 8.2 m², the new Log Handler from Liebherr sets standards when it comes to timber handling performance. The telescopic boom allows an unrivalled range of up to 8.5 metres and stacking height of up to 8.9 metres. Another advantage is the possibility of log handling below ground level.

Ever since the market launch in June 2015, all the devices of the LRS 545 series have been among the most innovative ones on the reachstacker market. The decisive factor above all is the unique drive concept of the Liebherr reachstackers, the hydrostatic drive. This concept is a high-end solution developed by Liebherr and has already proven itself in over 70,000 Liebherr wheel loaders. It enables a number of unique advantages over competitive products, e.g. maintenance- and wear-intensive parts such as differential and torque converters can be saved. Furthermore, the hydrostatic drive combined with the extremely economical 230 kW Liebherr diesel engine provides possible fuel savings of up to 30% compared to the market average.

To extend the safety aspect during operation, Liebherr developed the new Topview Camera System, which is an optional feature available for all device types of the LRS 545 series. The innovative Topview System offers the driver an excellent rear and side view from a bird's eye perspective, without any blind spots. Due to the logical composition of three camera images, the complete rear area is covered by the system at an angle of 270°.

The new LPS 420 E

The new LPS 420 E is the latest extension of the Liebherr mobile harbour crane product range. The newly designed machine is a purely electric driven portal crane.



First impressions of the new Liebherr LRS 545 Log Handler prototype doing its work

All crane movements like luffing, hoisting, slewing and travelling are done by electric motors. As the LPS 420 E is a member of the LHM series, it is also characterised by high modularity. Therefore, it is a universal all-rounder and a key asset for handling every type of cargo, from containers to bulk, general cargo and heavy lifts up to 124 t. The forward looking machine is designed for ports and terminals with an electrical infrastructure. Equipped with two winches, each with a powerful 190 kW electric motor, the LPS 420 E provides a maximum load capacity of up to 124 tonnes.

Bulk Handling

With a turnover of up to 1,200 tonnes per hour, the new Liebherr LPS 420 E electric crane exceeds the average turnover of comparable electric driven cranes in the market. With a maximum outreach of up to 48 metres, ships with a size of up to Panamax class can be served.

Container Handling

With up to 30 cycles per hour, the LPS 420 E is the perfect solution when it comes to container handling. Ship sizes up to post-Panamax class are ideally servable for the LPS 420 E. The operator of the new LPS 420 E can rely on very dynamic electric motors. Furthermore, the low moment of inertia ensures a fast response of the motor for precise drive characteristics. Due to the high motor speed spread no gear shifting between normal and heavy load is required.

Latest Technology

The LPS 420 E is especially optimised for terminals with a power supply ranging from 380 V to 460 V. Thanks to the Liebherr active-front-end frequency converter deviations in the voltage supply can be compensated easily for safe and stable operation. Due to the critical conditions, like limited space and harsh environmental conditions, a liquid-cooled and highly efficient multi-drive frequency converter system was implemented. The compact unit ensures a high power storage capacity, which enables the accumulation and supply of 200 kW of power within 15 seconds. [mg](#)

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ODeX is India's leading online platform for shipping documentation which connects with various stakeholders in the import and export processes.

Railways offers fixed freight rates



Indian Railways has come up with a novel scheme offering fixed freight rates to the industry for a year to boost its revenues. Indian Railways has decided on a strategy to raise its cash flows by at least ₹1,000 crore from each of its large customers by luring them to pay upfront their freight charges for the whole year and offering them in exchange fixed freight rates that won't go up during the year. Railways is also set to allow companies to run their own private wagons on its track systems, thereby easing demand for its own wagons.

Under this scheme, only the base freight rate and the class of commodity for the customer shall remain fixed at the rate prevalent on the date of commencement of agreement till such time that the mode of payment of freight in advance is in operation or for a period of 12 months from the date of commencement of agreement, whichever is earlier.

Policy on logistics hubs coming soon

Commerce and Industry Minister, Suresh Prabhu said his ministry is putting the final touches to a policy for the logistics sector as part of a comprehensive plan to boost business and exports. The new logistics division in the department of commerce is preparing

the national integrated logistics plan in consultation with various stakeholders, including logistics using ministries such as fertilisers, petroleum, food, steel, mineral, mines and food processing, among others.

The commerce department has initiated work on an integrated logistics portal, or logistics e-marketplace, to connect buyers with logistics service providers with all the government agencies such as customs, port community systems, sea and airport terminals, shipping lines, railways, among others.

Dedicated warehousing hubs for pharma



Union government is setting up logistics clusters and developing infrastructure across eight primary warehousing hubs. Specifically for the pharma sector, the government has identified three locations at Ahmedabad, Mumbai and Pune. Ahmedabad was short-listed for its large consumer market and a growing manufacturing base besides its connectivity to the Delhi-Mumbai Industrial Corridor. Mumbai has two busiest ports: JNPT and Mumbai ports, besides its connectivity to Bhiwandi, Mankoli and Padgha along NH 3 and State Highway 35. For Pune, the plus point is its proximity to large-scale manufacturing units and easy access to Mumbai.

15 projects for export infrastructure approved



As many as 16 projects, including setting up of a cold chain in Madhya Pradesh, were approved under a commerce ministry scheme to develop infrastructure for promoting exports. Last year, the commerce ministry launched the Trade Infrastructure for Export Scheme (TIES) to create appropriate infrastructure for development and growth of exports. Of the total scheme outlay of ₹600 crore, ₹80 crore was provided in 2017-18 and the same amount will be provided during the current fiscal also.

The approved projects include setting up of an integrated cargo terminal at Imphal international airport; establishment of trade promotion centre in Bhopal; solid waste management system at Noida SEZ; and construction of office cum laboratory complex of export inspection agency at Visakhapatnam.

Allcargo Logistics appoints Ashish Mathur as Group Chief Information Officer



Allcargo Logistics has appointed Ashish Mathur as Group Chief Information Officer to spearhead the technology initiatives that will take the global leader to the next phase of growth. Mathur has played various strategic roles in reputed organisations such as Fidelity (FIS), Aon Hewitt, Barclays Bank, WNS Global and Maersk Group at senior positions. He has been instrumental in managing entire gamut of IT services including global infrastructure support, application & ERP Development, business continuity and information security in his previous organisations, apart from setting up of the robotics practice at Maersk.

CMA CGM to acquire CONTAINERSHIPS

CMA CGM signed an agreement with Container Finance Ltd Oy pursuant to which the container shipping and logistics business Containerships (and Container Finance's holdings in Multi-Link Terminals Ltd and CD Holding Oy) will become part of the CMA CGM Group. The Finnish company is specialized in the intra-European market and will strengthen CMA CGM's intra-European offer. This transaction remains subject to approval by the relevant authorities.

Karnataka gets warehousing infrastructure fund from NABARD



Nabard has sanctioned ₹136.57 crore as loan assistance to the Karnataka government under the Warehouse Infrastructure Fund. The funding will be used for construction of 103 warehouses and 163 covered auction platforms at 135 Agricultural Produce Market Committees (APMCs) in 28 districts. MI Ganagi, Nabard Chief General Manager revealed that as on date, Nabard has sanctioned ₹1,271.62 crore under the Warehouse Infrastructure Fund for construction of 340 warehouses and 269 market yards across 28 districts in the State. This includes ₹743.56 crore to the Karnataka State Warehousing Corporation (KSWC) and ₹528.05 crore to the Department of Agricultural Marketing.

Avvashya Logistics to expand warehouse capacity

Avvashya CCI Logistics Pvt Ltd will invest ₹400 crore by 2022 to expand its warehousing capacity to 10 million sq ft. "We have 3.5 million sq ft of operating facility across the country. By 2022, we are looking to grow it to 10 million sq ft which will require an

investment of about ₹400 crore," V Balaji, CEO – Contract Logistics, Avvashya CCI Logistics said. The expansion will focus on three key areas: Speciality chemicals, retail associated with e-commerce and auto engineering.

Guwahati, according to Balaji, is being looked at keenly by the company for expanding facilities. "North-East is an area that requires high quality infrastructure and service operators with global best practices," he said.

Damco launches industry-first digital freight forwarding platform – Twill in India



DAMCO, part of A.P. Moller – Maersk, launched Twill (www.twill.net), its new digital freight forwarding service into India. The new easy-to-use online platform provides greater control of shipments by offering instant price quotes and booking, transparency and tracking services, simplified paperwork and proactive customer care.

Twill's core services: Easy booking – Traditionally, the quotation and booking process can take 3 to 4 business days with back and forth communication. With Twill, 80 per cent of bookings are quoted and completed within 3 minutes, in just a few clicks. 30 per cent of them are even

done within 1 minute

Track & Trace – Visibility is a huge priority for Twill. The platform selectively displays major milestones to customers in real time. Internally, Twill uses more than 40 milestones for the customer care team to control the operation process and be ahead of any potential exceptions. Centralized paperwork – Twill facilitates the document flow in the process and gives transparency. The platform has more than 5,700 documents uploaded and flowing among different parties

24/7 Customer Care – Exceptions are unavoidable in logistics sometimes. All customers want is to be well informed and taken care of, and Twill's operation dashboard helps to do that. Combined with Twill's people on the ground in each country in which the platform is live, customers can rest assured that the customer care team is always on top of exceptions and have expertise to minimize any possible impact.

Group formed to study SEZ policy

The government has constituted a group, headed by Bharat Forge Chairman Baba Kalyani, to study the special economic zones (SEZ) policy of India. The group will evaluate the SEZ policy, suggest measures to cater to the needs of exporters in the present economic scenario and make the policy WTO (World Trade Organisation) compatible, suggest course correction in policy, make comparative analysis of the SEZ scheme and dovetail the policy with other similar schemes.

The move assumes significance as the US has approached the WTO's dispute settlement mechanism against India's export support schemes including SEZ. The US has alleged that India appears to be providing subsidies through various export promotion programmes, special economic zones and duty-free imports for the exporters' programme.

Temasek, Ascendas-Singbridge to invest in India



Singapore-based firms Temasek and Ascendas-Singbridge will pump in ₹2,000 crore in Indian logistics and industrial real estate sectors. The investment will be made at different locations across the country through a joint venture - Ascendas-Firstspace - formed last year along with domestic player Firstspace Realty.

On their investment radar are warehousing and manufacturing projects across hubs in and around Mumbai, National Capital Region, Pune, Chennai, Bengaluru and Ahmedabad. There is a possibility of including more locations to expand the presence. The Singapore-based players aim to develop a portfolio of 13 to 15 million square feet of space in India. They already have two assets with 1.25 million sq ft of operational space and over 4 million sq ft in development potential.

SHIPPING

LNG import contract now 18mn metric tons: Dharmendra Pradhan



Union Minister for petroleum and natural gas Dharmendra Pradhan has informed that the long-term LNG import contracts in India scaled from 7 to 18 million metric tons. Pradhan said "Before the Modi government came to power; long-term LNG import contract was of seven million metric tons and with only one country. Now, it has reached to 18 million metric tons and we have long-term contracts with four countries. Better negotiations have ensured secure supplies at stable prices."

Lower realisation impacts marine exports

The plunge in the average exports realisations for shrimps is hitting the bottom-line of the stakeholders across the supply chain associated with the \$5 billion Indian seafood export market. The export prices of shrimps, the key contributor to the Country's seafood basket, have plunged by more than 20 per cent in past few months, due to increased supply from competing nations Vietnam, Thailand, Ecuador. The exporters are

stating that there has been a sharp drop of two dollar per kg in prices of key varieties compared to last year which is over 30 per cent. While the shrimp farmers, mainly in Andhra Pradesh, are forced to go for one crop against the normal practice of doing three crops annually spelling havoc for them, the feed suppliers will also experience the wrath of reduction in the crops.

Concor to enter Coastal Shipping



Concor will venture into the Coastal Shipping business by hiring two ships for 10 years each. The organisation has sought bids from fleet owners to hire two Indian flag vessels of 22,000 DWT with a capacity to carry at least 700 teus each. The ships should not be more than 12 years old. The ships will be hired for an initial period of five years which can be extended by another five years at stretches of three and two years.

Concor's move is aimed to strengthen infrastructure along the East-Coast and West-Coast Corridors, and to diversify its services. The entity winning the bid will have to arrange port handling and coastal transportation of bulk/break-bulk cargo and loaded and empty containers between Kandla International Container Terminal at Deendayal Port trust and New Mangalore Port.

Basmati rice exports increase by 11 per cent



India's basmati exports registered 11 per cent growth at ₹2,690 crore in the first month of the current financial year. The significant jump in terms of value was mainly because of better rates offered in the international market. In April this year, basmati commanded an average price of \$1,107 per tonne compared to \$963 in the same month previous year.

Punjab and Haryana are major contributors of basmati exports. They account for around 60-65% of the total basmati exports from the Country. India exported basmati worth Rs 26,841 crore in 2017-18. Exports, however, declined in terms of volume from 3.9 lakh tonnes in April 2017 to 3.7 lakh tonnes this year mainly due to geopolitical reasons. Basmati exports for 2017-18 was 40.52 lakh tonnes as compared to 39.85 lakh tonnes during the corresponding period of the previous year.

NYK joins Internet of Ships Open Platform consortium

NYK has become a core member of an Internet of Ships Open Platform (IoS-OP) consortium to provide common and indi-

vidual rules to stakeholders concerning the equitable distribution of IoS data. The consortium was launched by ShipDC, a ship data centre established by Nippon Kaiji Kyokai (ClassNK), and will help NYK improve its corporate value and lead the maritime industry by better using such data.

NYK considers IoS-OP, an open and common platform framework to share and utilise IoS data across companies, to be a very important infrastructure for the maritime industry to realise additional data-driven innovation.

Indian cruise tourism sector upbeat



According to the cruise industry outlook for 2018, 27.2 million tourists are expected to set sail, 1.4 million more than last year. Currently, port trusts in three cities – Mumbai, Chennai and Kochi – have been allotted funds to develop berthing facilities for cruise liners. "The reason for selecting these three cities is that there is some infrastructure there already. We are starting with these ports and will explore more ports in the days to come," said Rashmi Verma, Tourism Secretary. A committee has been set up with the Shipping Secretary and Rashmi Verma, Tourism Secretary as co-chairs to promote cruise tourism.



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First long-term LNG cargo from Russia arrives at Dahej



The first Russian long-term LNG cargo arrived at the Dahej LNG terminal. This 3.4 trillion btu of cargo followed the first US long-term LNG cargo from the Houston-based Cheniere Energy Inc that arrived in India in March. Indian firms have inked long-term LNG contracts totalling 22 million metric tonnes per annum (mmtpa), with the country consuming 145 million standard cubic meters a day (mmscmd) of gas. India, the world's fourth-largest LNG importer, has also been trying to leverage the glut in global LNG supplies to renegotiate its contracts. Indian firms have invested \$10 billion in acquiring stakes in hydrocarbon assets in Russia. Also, a consortium led by Russia's Rosneft PJSC acquired Essar Oil Ltd for nearly \$13 billion.

India's maiden P&I insurance cover launched

The country's first P&I insurance cover, brought out by New India Assurance Co. Ltd (NIA) along with The Maritime Protection & Indemnity Association of India, was launched at the Shipping Corporation of India auditorium on May 31, 2018. The occasion was graced as Chief Guest by Ms Malini Shankar,

IAS, Director-General of Shipping, and presided over by Capt. Anoop Kumar Sharma, CMD, SCI. The protection and indemnity cover is initially for inland and coastal vessels.

Vessels covered include vessels in Indian waters like dry cargo vessels, tugs, barges, etc. In the later years, the cover might be extended to ocean-going vessels. The Sum Insured for each vessel shall be \$5 million (₹33 crore). The product has been filed with IRDAI and all regulatory approvals have been taken. There is no provision for any Condition Survey for vessels less than 10 years. The product has been backed by reputed Reinsurers and P&I Clubs.

Risks covered: Third-Party Liabilities arising out of the use and operation of coastal vessels, pollution, fines, collision liability, cargo liabilities, crew liabilities, wreck removal, general average, sue & labour, defence cover for legal costs, war protection and indemnity cover.

ONE's PS3 service makes maiden call at APM Terminals Mumbai



ONE Line (India) Pvt Ltd has commenced PS3 (Pacific South # 3) service ex-Nhava Sheva. The first vessel under the service, NYK ARTEMIS, sailed from APM Terminals Mumbai (GTI) in May this year. The PS3 service, with direct connection to the US

West Coast from India, has the following port rotation: Nhava Sheva (GTI), Pipavav, Colombo, Port Klang, Singapore, Laem Chabang, Cai Mep, Los Angeles, Oakland, Pusan, Shanghai, Waigaoqiao, Ningbo, Shekou, Singapore, Port Klang, Nhava Sheva (GTI).

ONE line already has its set up in place across India and is committed to providing the best service to customers. As Ocean Network Express, it continues to further strengthen its services to Asia, Latin America and Africa regions. It will further expand the number of ports in the future to Asia, North America, Europe, the Mediterranean Sea and the Middle East, and also plans to expand its direct service to have wide service coverage. ONE operates 13 direct services to and from India on the west coast and east coast and has a vast network of dedicated feeders to connect to the ports in India.

Australia emerges as largest exporter of Iron ore to India

Australia was the largest exporter of iron ore to India in the 2017-18 fiscal year ended 31 March after being a marginal supplier for the past several years. Australia replaced South Africa and Brazil as the major suppliers to India. Australia exported 2.86 million tonnes of iron ore in 2017-18, around 33 per cent of total Indian imports, compared with 5,539 tonnes in 2016-17.

Most of the exports from Australia probably came from Fortescue Metals, which has shipped over 2million tonnes of medium-

grade fines to India since January 2018. The buyer was possibly a large-scale Indian steel mill with a west coast-based plant that increased its use of Fortescue's fines as the spread between 62 and 65per cent Fe fines widened, said market participants. Total imports by India increased by 89 per cent in 2017-18 to 8.7million tonnes from 4.6million tonnes in 2016-17.

India's containerised trade surges in Q1 2018



India's containerised trade in Q1 2018 posted imports growth of 16 per cent and 7 per cent in exports.

The key contributor to import growth was dry cargo, which jumped by 22 per cent. This contrasts with the corresponding period last year when the segment grew only 2 per cent. Recyclables, namely, paper and metal, were the two dry cargo commodities that led this growth and registered strong 61 per cent and 55 per cent increases, respectively. A large portion of these commodities came to India from North America and Europe, and helped North and West India imports rise by 3 per cent and 13 per cent, respectively. On the export side, rocketing demand for Indian made vehicles in Turkey, and Indian fruit and nuts in the UK and the UAE, pushed growth to a healthy 7 per cent.



WHO WE ARE

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

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



WHAT WE DO

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

CUTTING EDGE

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

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

MISSION

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

VISION

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

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

CHAIRMAN SPEAKS

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

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Cabotage relaxed for certain categories

The Ministry of Shipping, as per its General Order No. 02 of 2018, has said that the provisions of sub-section (1) of Section 407 shall not apply to ships engaged in the coastal trade of India for carriage by sea of agricultural, fisheries, animal husbandry and horticultural commodities specified in the Indian Trade Classification (ITC) Harmonized System (HS) and modified by the Directorate-General of Foreign Trade, provided that the commodities specified contribute to at least 50 per cent of the total cargo onboard the ship.

Accordingly, a foreign flag ship is not required to obtain a licence from the Director-General of Shipping for engaging in the coastal trade of India for carriage by sea of agricultural, fisheries, animal husbandry and horticultural commodities.

India's agri exports register growth of 11.4 pc in April

India's agri exports are off to a good start in the current financial year. Shipments during April registered a growth of 11.4 per cent (₹10,312 crore) and 9.5 per cent in dollar terms at \$1,571 million over the corresponding period the previous year. Exports of rice, the largest commodity in India's agri basket, rose 12 per cent in volume to 9.89 lakh tonnes on good demand for the non-basmati varieties. Similarly, the shipments of buffalo meat jumped 11 per

cent to 95,296 tonnes. Shipments of pulses and dairy products also registered an increase during April.

However, export of products like guar gum, wheat, fresh vegetables and fruits receded and registered a negative growth for the period. Guar gum exports were down by over a fourth to around 40,405 tonnes while wheat shipments slipped drastically by 70 per cent to 11,838 tonnes.

CMA CGM's Ze Box in MoU with PSA unboXed



CMA CGM's Ze Box and PSA unboXed have signed a Memorandum of Understanding (MoU) to drive digitalisation and innovation in the shipping and supply chain ecosystem. Ze Box is CMA CGM's corporate venture capital arm that invests in start-ups with innovations that bring strategic value to the CMA CGM Group, while PSA unboXed is PSA International's external innovation and corporate venture capital arm.

Under the MoU, both companies will collaborate in the following areas:

Ze Box and PSA unboXed will support the growth of each other's ecosystem through the collaboration of resources. Ze Box and PSA unboXed will collaborate through their corporate

innovation programmes to address industry problems. They will leverage on each other's industry knowledge and experience in shipping and supply chain management to provide problem statements as well as real life solutions capabilities, to test-bed ideas and to achieve better customer experience and operational efficiency.

Ze Box and PSA unboXed will support each other's mentorship programme through the provision of experienced mentors to catalyse the growth of start-ups in the programmes. Ze Box will set up a satellite office within PSA unboXed premises in Singapore.

PORTS

Blue Dart launches aviation hub in Chennai

Blue Dart launched its new state-of-the-art aviation hub in Chennai. The Aviation Hub will measure 4,912 sq. meters upon completion and is strategically located at the Blue Dart Aviation Terminal, Gate 6 Old International Airport, Meenambakkam, Chennai, with both air and land side access. The new facility will also house the headquarters of Blue Dart Aviation, India's only commercial cargo airline which provides a dedicated fleet of six B757-200 freighters and a capacity of 500 tonnes every night, operating across 73 flight sectors daily. The facility also houses training facilities which are approved by BCAS and DGCA with own instructors who will carry out Crew, Engineering, Security and Operations training.

Deendayal Port makes fertiliser cargo handling more efficient



The Standing Finance Committee of the Ministry of Shipping has cleared a project for setting up an exclusive, fully mechanised handling facility for fertiliser cargo at Deendayal Port. The facility will be developed at berth number 14, which is being constructed at an approximate cost of ₹138 crore. The port will further invest approximately ₹340 crore for the project from its internal resources. Initially, the proposed facility will handle 2.60 MMTPA and, subsequently, this will be increased to 4.50 MMTPA.

In the proposed project, all activities, right from unloading of bulk fertiliser cargo from the ships to loading of the bagged fertiliser onto the wagons will be fully mechanised. The fertiliser cargo will be unloaded using mobile harbour cranes onto mobile hoppers. The conveyor system, along with the tipper system, will transfer the cargo to the cargo storage shed of 38,500 m². The storage shed will be equipped with 40 sets of bagging and stitching units which will feed the bagged cargo directly into wagons to reduce labour, movement and will optimise time and, as such, the logistics cost will come down.

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is when everything works
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NEPAL



Nepal proposes more trading points bordering Tibet

A delegation from Nepal is visiting China to seal a deal for linking more border points of the land-locked country with highways in Tibet. The deal will enable people living in northern parts of Nepal have better access to supplies. Nepal currently uses three border points – Kerung, Kimathanka and Tatopani – linked with Tibetan highways, for transportation of goods from China. Nepal is proposing opening of at least nine more trading points bordering Tibet.

INDONESIA



US and Indonesia ink market access agreement

The US and Indonesia reached a market access agreement that will allow US fresh potatoes to be exported to Indonesia under a defined set of phytosanitary requirements. The agreement comes after four years of discussions and will include both US chipping potatoes for further processing and table-stock potatoes for direct consumption.

Indonesia is a market of 261 million people and is the largest market in Southeast Asia to which US fresh potatoes had not previously secured formal market access. US exports of potatoes and products to Indonesia were valued at \$27million in 2017.

MYANMAR



China proposes new infrastructure projects in Myanmar

China has proposed a list of infrastructure projects to be implemented along the China-Myanmar economic corridor. The projects are expected to meet basic infrastructure needs in Myanmar as well as enhance China's strategic footprint within the country. The projects include construction of Kwanlon Bridge and a highway and railroad connecting Chinshwehaw and Lashio in Shan State. The Chinese also proposed approving Chinshwehaw as an international border gate and construction of a SEZ in the town as part of efforts to boost trade and tourism between China and Myanmar. Cross border agriculture cooperation between the two countries will also be developed.

AFGHANISTAN



Afghan's trade with the world declines

Afghanistan Chamber of Commerce and Industries (ACCI) says the value of trade between Afghanistan and other countries in the world has reduced to at least \$7 billion in recent years from almost \$14 billion in 2014. "The money in circulation was more than \$8 billion in 2015 and 2017 but our exports which were over \$500 million in 2015 increased to more than \$700 million in last year," said Musafir Qoqandi, spokesman for Ministry

of Commerce. Insecurity and trade problems with a number of neighbouring countries are main reasons behind a reduce in the trade volume, mentioned some investors in the country.

BANGLADESH



Lack of ICDs a bottleneck for trade growth



An inadequate number of ICDs will likely prevent Chittagong Port from handling increased container volumes in the years ahead, despite the port adding jetties and terminals to handle the growing cargo. "As the capacity of ICDs is not increasing, export goods laden trucks wait at the ports for 2-3 days for unloading. The demurrage in truck rent has to be counted in these cases," says Mohammed Hatem, Vice President, Exporters Association of Bangladesh. He further added, due to delays containers sometimes fail to board the scheduled ships as a result the consignments are delayed and shippers are compelled to sell their goods at a cheaper rate.

SRI LANKA



CM Port pays the final tranche for Hambantota Port

The final tranche of investment value for Hambantota Port concession was released by China

Merchant Port Holdings Limited (CM Port). The cheque was handed over to the Chairman of SLPA, Dr. Parakrama Dissanayake by the Chief Representative of China Merchant Group in Sri Lanka, Ray Ren.

This third final tranche of \$584,194,800 follows the 1st, a 2nd tranches released in December last year and January 2018. With this payment CM Port fulfils the \$976 million investment value 1 of the port concession and in terms of the Concession Agreement, CM Port has agreed to deposit a further sum of \$146 million being investment value 2 to be utilized for port and marine related activities.

MALAYSIA



Non-oil trade with Iran rises

Iran traded \$694.64 million worth of non-oil goods with Malaysia during the last Iranian year (ended March 20, 2018), which is 23.4 per cent more compared to the year before, making the Southeast Asian nation Iran's 25th biggest trading partner. As per Iran Customs Administration's data, Iran exported 631,493 tons of commodities worth \$204.98 million to Malaysia last year, posting an 87.15 per cent and 136.48 per cent growth in tonnage and value respectively year-on-year. The exports mainly included low-density oils, polyethylene and tar. Malaysia exported 435,163 tons of goods worth \$489.65 million to Iran during the period, down 15.16 per cent in tonnage and 2.82 per cent in value respectively YOY. Iran mainly imported palm oil and natural rubber from Malaysia last year.

MALDIVES



Maldives inks FTA with China

The Maldives government signed a free trade agreement with China during a visit to Beijing by its leader, Abdulla Yameen. Hereafter, China and the archipelago nation will impose no tariffs on imports from each other. Fisheries are the main export from the Maldives, an Indian Ocean country of 400,000 that also relies heavily on tourism. The Maldives government also endorsed China's proposed Maritime Silk Road business development project, part of its vast Belt and Road infrastructure project. The FTA will help diversify the \$3.6 billion economy and boost fisheries exports, crucial since the European Union declined in 2014 to renew a tax concession on them. Fisheries account for 5 per cent of Maldives' economic output and earned the country \$140 million in 2016.

IRAN



Oil exports to India under pressure

India's oil imports from Iran surged to about 705,000 barrels per day (bpd) in May, their highest level since October 2016. From June India's oil imports from Iran could drop because at least two refiners – accounting for about 35 per cent of Indian refining capacity of around 5 million bpd – are preparing to curb purchases under pressure from the US sanctions. Nayara

Energy, formerly known as Essar Oil and in which Russia's Rosneft holds a majority stake, has started reducing Iranian oil imports from June. In May Nayara was the biggest Indian buyer of Iranian oil, receiving more than 200,000 bpd. Reliance Industries, owner of the world's biggest refining complex, is preparing to halt imports of Iranian oil from October or November.

THAILAND



Growing trade with North Korea



Thailand's exports are forecast to improve after tensions between the US and North Korea eased. Two-way trade between Thailand and North Korea totalled \$2.38 million in 2017. If North Korea revives international trade relations, it will offer a good opportunity for Thailand to export more goods to North Korea, notably processed food and fruits; consumer and daily-use products such as garments and housewares; raw materials; and industrial and construction goods such as rubber, plastic products and machines.

In 2017, North Korea reported trade volume worth \$5.38 billion. Exports included garments, minerals and fuel, seafood, iron and steel, and vegetable and fruit products, while imports included electric machinery, plastic products, garments and textiles.

PAKISTAN



National Logistics to run Dhabeji SEZ

Sindh Board of Investment (SBI) and National Logistics Cell (NLC) have signed a MoU to collaborate and promote the creation of a logistics park within the proposed China-Pakistan Special Economic Zone (SEZ) in Dhabeji-Thatta. Both sides will actively carry out the engagements for establishment of the logistics park, in accordance with the master plan and feasibility study of the China-Pakistan SEZ Dhabeji. The Dhabeji SEZ is spread over 1,000 acres and is located 55kms outside Karachi. The economic activity at the zone would create output worth \$2 billion and its development cost is estimated at \$150 million.

SINGAPORE



Kenya and Singapore eliminate double taxation

Kenya signed an agreement with Singapore to phase out double taxation and attract investments from the Southeast Asian country in key sectors like agro-processing and financial services. The elimination of double taxation will promote trade between the two countries alongside sharing of expertise required to hasten economic growth. The main objective of eliminating double taxation is to create a conducive environment for investments and trade between Kenya and Singapore.

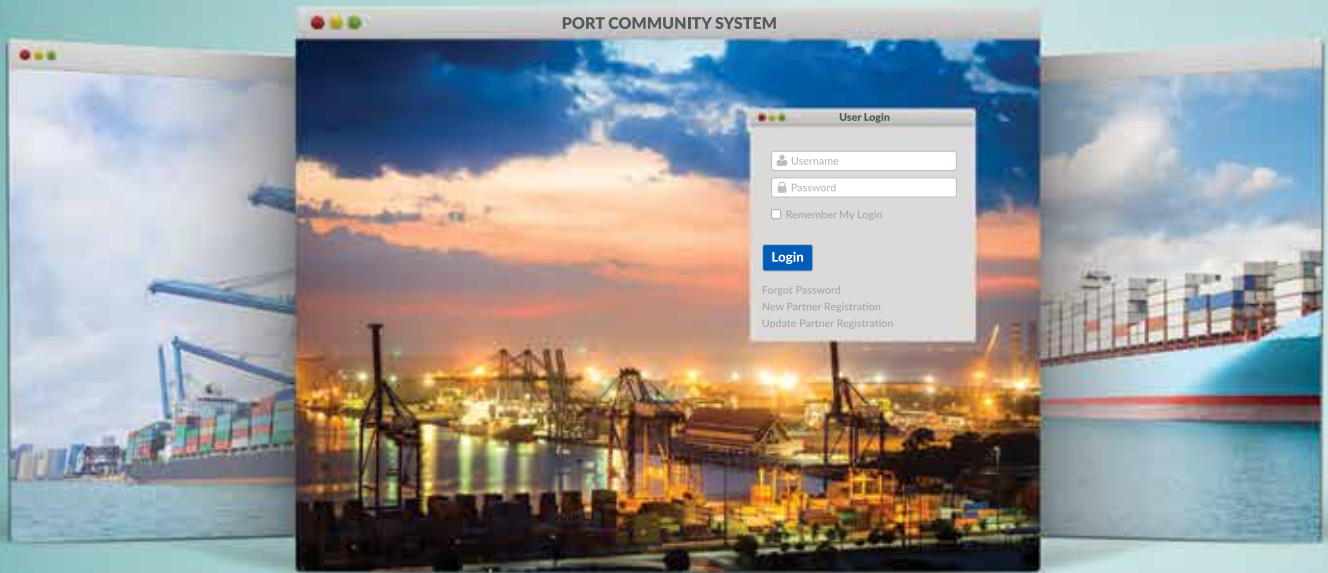
VIETNAM



World Bank helps Vietnam develop logistics system



The World Bank and Vietnam's Ministry of Transport have launched the Vietnam Logistics Statistical System Project. Designed to establish a national system for collecting, processing and publishing transport and trade logistics statistics annually, the project is part of the World Bank's support to the Vietnamese Government's integrated programme for trade facilitation and logistics development. In 2016, Vietnam ranked 64th out of 160 countries in the World Bank's Logistics Performance Index and fourth in ASEAN after Singapore, Thailand and Malaysia. Road transport currently plays an important role in Vietnam, serving about 76.52 per cent of all freight transport. The government estimates that by 2030, cargo volumes are to reach 2.09 billion metric ton, of which 65-70 per cent will be moved by road, 1-3 per cent by railway, 17-20 per cent by inland waterway, 9-14 per cent by sea, and 0.1-0.2 per cent by air.



CHOOSING THE RIGHT DIGITAL STRATEGY

The very synthesis of a Port Community System is that it should be a neutral and open platform enabling intelligent and secure exchange of information to improve the efficiency and competitive position of the port communities. Globally, Port Community Systems are managed and maintained by operators who are neutral, independent, and a trusted third party.

Sisir Pradhan

About two years ago Ministry of Shipping approached ports and terminals for data on international transshipment of goods in India. It took two months for compilation of data from various ports. However, after creation of final MIS it was found that there was a mismatch of data in terms of the transshipment cargo volume provided by ports, terminals and shipping lines. The reason for the inconsistency was due to different methods of computing the data. It remains a challenge for the policy makers to gather reliable and consistent information about the trade for key policy decisions. Such situation could easily be avoided by implementation of PCS bringing in standardization in the industry. An effective MIS would lead to better analytics of situation, thus faster resolution of various inherent issues.

The PCS juggernaut

While PCS 1x or PCS+ is in progress, at the same time at institutional level most of the major stakeholders like shipping lines, ports, customs etc have their own proprietary web-based platforms for data/information exchange, and if we look in the context of import, a shipper has to visit 3-4 different portals of various agencies apart from physical visits before he finally takes delivery of cargo. Striking a balance is also a challenge for the success of PCS because it looks to bring in transparency but at the same time there are some strategic competitive information that companies might not like to disclose. Moreover, digitalisation has not reduced the cost for freight forwarders and spending per move has not come down for them. There

is a need for digitalisation to move beyond data capturing to changing the way transaction is done. An ideal PCS should focus on incremental data and not just repetition of data.

Notably, industry veteran



Sailesh Bhatia during his tenure as President of AMTOI under the aegis of FILA mooted the idea of a port community platform.

Clarifying the role and security aspect of PCS, Sailesh Bhatia, explained, “Even though each entity have their proprietary application but PCS doesn’t replicate it. PCS rather works like a PBX box which acts as a connector without it being able to listen to the conversation. In similar manner for a PCS to work doesn’t require it to store data, and it only provides the connectivity to share the information. Even in current structure all stakeholders are exchanging data between each other but that necessarily doesn’t mean capturing of information.”

Though there are apprehensions about information security on PCS, but industry leaders clarify that if it is workable in other countries, why not in India! Some of the good examples of port community systems in places like Rotterdam or Felixstowe, where a large ecosystem has integrated into the local platform to securely exchange their data in order to streamline their operations.

Connecting the dots

In the existing model due to existence of various portals, identical data is keyed multiple times into various platforms which adds

to the man-hour loss and cost of transaction, the duplication of data also amplifies the chances of error in information.

In India, each entity in the freight forwarding value chain have their own proprietary web-based logistics management portal but that hardly communicates to the systems of other stakeholders. The market also calls for uniformity, for example while JNPT calls CFS Export Form No 16 but the same form becomes Form 13 elsewhere. It would require a very determined approach from the government to enforce all stakeholders to be part of PCS, and a universal approach like GST could only make the PCS a success. The success of PCS can only be achieved when a controlled, regimental, standardized environment comes into play which couldn't be possible without government intervention.

What was missing in PCS 1.0

The reason for which PCS 1.0 failed to achieve desired result was lack of participation by all stakeholders. It was not mandatory for freight forwarding community to be a part of PCS. Secondly, only few sections became a part of PCS as a result, the PCS system failed to deliver to its full potential. The initial version of PCS was confined only to produce vessel profiling and generation of via/rotation number which didn't add much value to the trade because still a major part of the practice was done manually. Sailesh Bhatia, elaborating other aspects of PCS explains that PCS' role is to create processes. Hence, there should be an advisory body representing various sections of the trade to guideline on how the processes need to be. Currently, FILA is propagating the need for a PCS and it is in regular touch with IPA. The initial plan was IPA should spearhead PCS with support of FILA but now the Logistics division in the Department of Commerce has been mandated by PMO to take forward PCS project. FILA has proposed IPA that an independent company with the support of government should develop PCS, and trade representatives could be members of the organization. Currently, about 1,00,000 EXIM trans-

AS PER IPCSA MANUAL, BY DEFINITION A PCS OPERATOR:

- Is a public, private or public/private organization that operates and maintains a Port Community System and where the Port Community System represents the core of that organization's business.
- Has a board, or some form of steering committee, made up of representatives from different internal and external groups within the port and logistics community.
- Has 'service level agreements' with PCS users to manage the electronic exchange of information between different parties on their behalf.

actions take place in a day, and a nominal fee per transaction could make the company self-funded.

The future under PCS era

The maritime industry and broader ocean supply chain are suffering from major and costly inefficiencies due to ineffective data sharing and poor cross-industry collaboration. Enormous amounts of data are being generated on a daily basis in the industry and it will be even more in the future due to the increasing online interactions. "In India alone, indirect or hidden costs of trade across pharmaceuticals, textiles & garments, electronics and auto parts sectors, amount to as much as 38-47 percent of total transport and logistics costs. To reduce these costs by just 10 percent has the potential to generate additional exports of up to 5-8 percent in each of these sectors or potentially generate between US\$ 0.2 billion and up to US\$ 3.1 billion in additional exports per sector," highlighted Julian Bevis, Senior Director, Group Relations (South Asia), A.P. Møller- Maersk A/S.

Umesh Grover, Secretary General, CFSAI who has been closely associated in the process of setting guidelines for the new PCS, elaborated that a committee has been formed by ministry of ship-



ping comprising of Joint Secretary, Port; Joint Secretary, Logistics; Container Shipping Lines Association (India); and CFSAI, and the committee also includes DIPP.

After taking stock of the situation on PCS during successive meetings among committee members, the government has reached to a conclusion that the new version of PCS is not fully ready, and the existing PCS is not serving the required purpose. The existing PCS was being maintained by CrimsonLogic Pte (Singapore), and the company was not keen to extend its contract, and have exited from the project. Following which Portall has been awarded the contract to maintain PCS, which will be known as PCS+, and a timeline of 7 months has been set for them to launch the new system. Portall is interacting with industry for inputs to make improvements to the PCS. FILA, which consists of 8 apex industry bodies, is the focal point to discuss various requirements of the trade. Though the government was supposed to call for tenders to develop PCS 2.0 but till date the specifications for the new system has not been finalized. In the meantime, Portall is making improvements to PCS 1.0 and will launch PCS+ for all major ports. The stakeholders who will be part of the process to develop PCS+ are ports, terminals, customs, CFS, CHA, among others and they are going to provide inputs to Portall on various requirements.

Making PCS work

The success of PCS in latest avatar would also depend on whether it plugs the shortcomings of PCS 1.0. Speaking on the lacunae of PCS 1.0, **Julian Bevis, Senior Director, Group Relations (South Asia), A.P. Møller- Maersk A/S** pointed that the reason behind the PCS 1.0 not living upto expectation was the structure of the original PCS which did not offer the transparency and scalability of similar systems available in other port complexes





Dhruv K Kotak
Joint Managing Director
JM Baxi Group

The government's vision is to provide the new PCS free of cost to users. Portall's role will be of a solution provider and to maintain the database, but everything will be controlled by the government including the security norms. The new PCS system will be an open platform allowing any solution provider with an offering to add value to the system and can be included onto the new PCS.

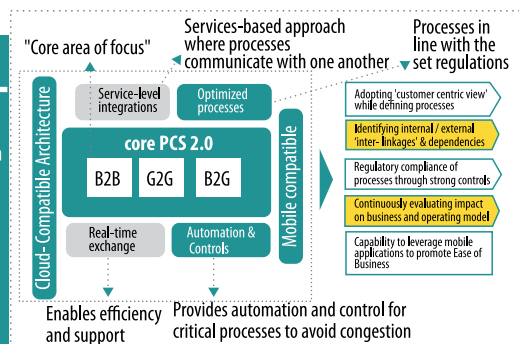


Neutral and Open electronic Platform
Neutral and open electronic platform at National level enabling intelligent and secure information exchange between public and private stakeholders of port communities

SMART Services
Develop and provide smart services for stakeholders to bring in efficiency and transparency in logistic and supply chain

Ease of tracking with data confidentiality
Tracking and Tracing of containers, goods and services while ensuring data confidentiality

Real time integration of all stakeholders
Enhance and enrich PCS on state of the art technologies enabling real time integration at process level for all stakeholders



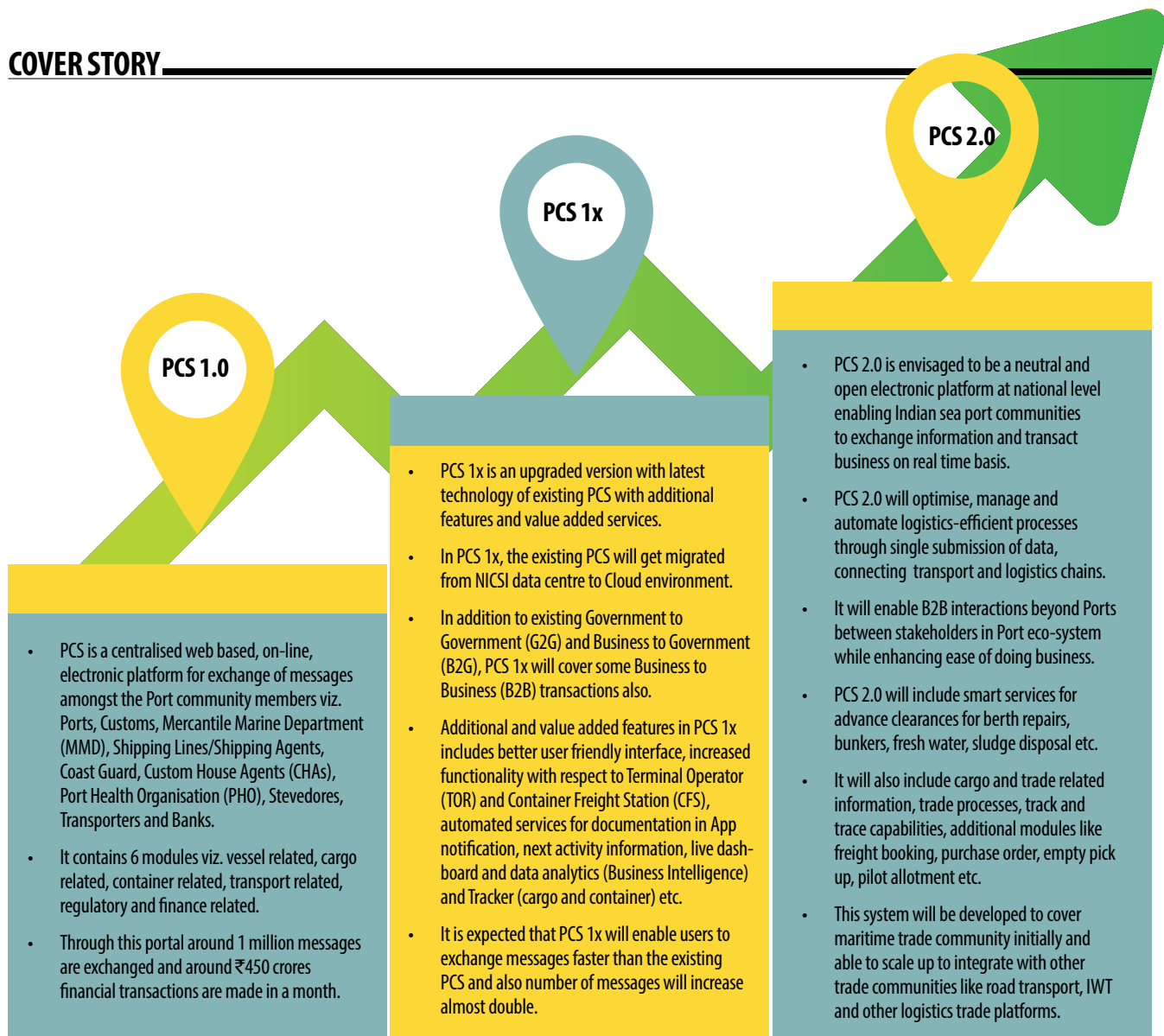
| A COMPARATIVE STUDY OF PCS ACROSS THE GLOBE | | | | |
|--|------------------------------|------------------------------------|---|----------|
| Proprietary Name | Information System Type | Place | Objectives | Timeline |
| Port Infolink | Port Community System | Rotterdam | Port process coordination with extension to supply chain | 2004 |
| Synchron8 | Barge Synchronization System | Rotterdam | Planning and coordination of barges | 2005 |
| Informore | Datahub | Netherlands | Supply chain coordination | 2000 |
| Secure Logistics | Smart Cargo Card | Netherlands | Authentication and authorization of truck drivers and terminal visitors | 1998 |
| Dakosy | Port Community System | Hamburg | Port process coordination | 1981 |
| Seagha | Port Community System | Antwerp | Port process coordination | 1986 |
| Freight Information Real-Time System for Transport | Port Community System | Port of New York and New Jersey | One-stop-shop' for freight and port information, providing real-time information | 2001 |
| Freight Information Highway | Supply Chain Orchestration | Federal Government Initiative, USA | Pilot of system to minimize the number of data exchanges between multiple transport providers in a containerized freight supply chain | 2000 |
| Portnet Tradenet | Port Community System | Singapore | Port process coordination | 1984 |
| OnePort Tradelink | Port Community System | Hong Kong | Port process coordination | 2003 |

around the world. It did not enjoy the acceptance of some key stakeholders and so it could not offer what everyone needs in such a system that is seamless exchange of data between all the stakeholders.

There are a number of ready-to-use platforms available which could be used to float a comprehensive PCS system useful to the entire trade. India is already behind schedule to float an effective and universal PCS system, and the new platform should embrace latest developments in the global technology space such as block chain, track & trace Application Program Interface to deliver predictability, and other advancements to remain relevant.

Mandate for Portall

The PCS being developed by Portall will be a document exchange platform where one can conduct all transactions including vessel registration, delivery order, payments etc.



Elaborating on the upcoming platform **Dhruv K. Kotak, Joint Managing Director, JM B`axi Group** said that Portall has partnered with some of the most prominent industry players such as Germany-based dbh, which is the oldest PCS provider in the world and has developed port community systems for ports in Bremen, Bremerhaven. Apart from which IBM is the technology partner for all the projects. Moreover, JM Baxi as a group has experience in every spectrum of maritime trade including terminals, ports, ship agency, customs clearance, etc, which enables the group to better understand the industry and its requirements. The company has been working on the port community system since 2015 and the final outcome will be a system which will be robust, scalable, and more importantly it has been developed keeping

in mind the requirements of the industry. The government's vision is to provide the new PCS free of cost to users. Portall's role will be of a solution provider and to maintain the database, but everything will be controlled by the government including the security norms. The new PCS system will be an open platform allowing any solution provider with an offering to add value to the system and can be included onto the new PCS.

One gray area in PCS 1.0 was that it lacked in syncing with systems of other statutory bodies like customs or FSSAI, and it is still an area of concern for the PCS being developed by Portall. However, clarifying on this, Kotak said that there is direct intervention from PMO to resolve these issues, and there are chances that within couple of months customs and

other statutory bodies may come onboard empowering PCS as a single platform. The pilot PCS by Portall will be out by July-August, 2018 and JNPT will be the first port where it will be implemented.

The way forward

The rest of the world has already started progressing towards Type V PCS, hence India being a new bee has the opportunity to jump straight to the latest generation of PCS to offer a rather contemporary solution to its users. One positive sign is that the newest PCS system in-line with the global practice would be based on cloud-based open platform which would allow other stakeholder to leverage on it. PCS system being an open architecture in nature would gain confidence among the trade but it remains to be seen how long it takes to convince the trade to come onboard. **mg**



From L to R: **L. Satya Srinivas**, IRS, Joint Secretary (Customs), CBIC; **Pranab Kumar Das**, IRS, Special Secretary to Govt and Member (Customs), CBIC; **R R Joshi**, President, NACFS; **Sandeep M. Bhatnagar**, IRS, Director General, Systems & DG EDP, CBIC

Leapfrogging into the Digital Era

Increase in level of trust and change in attitude is essential for success of digitalization and to reap its benefits in terms of reduced cost and time of doing business

Vijay Kurup

Indian logistics is on the threshold of leapfrogging full-fledged into the digital era. A process that had remained dormant since the 1980s has suddenly assumed urgency and purpose. A recent seminar “Digitising regulatory control & supply chain logistics in improving ease of doing business,” organized by NACFS in coordination with Central Board of Indirect Taxes & Customs, dwelt on the various measures that have been implemented in the recent past and the way forward.

Pranab Kumar Das, Special Secretary to Govt & Member - (Customs), CBIC, said that the objective of the government was to have a secure business environment and to reduce the cost and time for doing business. The premise for modernization was to simplify the entire procedure and make it paperless. The Customs had sought to reduce the level of inspection with minimal human intervention the emphasis being on risk management. Currently six different agencies have updated their risk parameters in the Single Window Interface for Facilitating Trade (SWIFT) platform. The secretary shipping has


written to 17 secretaries in the various ministries to migrate 46 more agencies into its ambit. All the licenses, permits of different agencies, documentation would be updated into the system and be available on line, he said.

E sanchit, ie the uploading of all documents on line, which was introduced from 15th March 2018, has now been made compulsory from 1st of April. However Das said that E sanchit will not be successful if the CFS/ICD personnel did not use it properly. He urged them to not to indulge in old practices of handling hard copies, but take the new processes to its logical conclusion.

The AEO program Tier 2 and Tier 3 will have better facilities in terms of deferred duty, less amount of bank guarantee and would not be subject to extensive scanning, Das said. He further emphasized that it was very important for the stakeholders to become AEOs because then they would become a trusted partner with the Indian Customs. He urged more entities to come under the AEO programme. “If you are trusted, Customs can talk to you in a trusted environment and many things can be shared,” he conceded.

In the last financial budget Customs had introduced important changes in the Customs Act. Faster clearance facilities, facilities for ledger where money can be deposited which can be used for payment of duty amount after assessment, thereby obviating dependencies on banks.

Sandeep Bhatnagar, DG Systems with additional charge DG Export Promotion said, stakeholders should use technology to bring about greater operational efficiency and more importantly to ensure compliance. “We work in a trust-based environment, but trust has to be earned.” He further said, if ICD and CFS operators want to be successful then they had to do something different. And that was where technology or digitization came in. “Customer should be the focus. Use technology to keep them in your focus,” he said.

Satya Srinivas Joint secretary Customs, CBIC, said that India’s rank in the ease of doing business fell by 3 places, despite many reforms being implemented by the government. “Why does not the World Bank recognize these reforms,” he asked? Is the situation as bad as before or has it improved? He felt that the World Bank ranking was a perception and not reality. He believed that large number of the stakeholders did not respond and remained silent. He firmly believes that in absolute terms India had made some marginal improvement. But in relative terms India has dropped 3 places. Import clearance had improved by 4 days. DPD had dramatically reduced clearance to 60 hours. **Satya Sahu, Commissioner (Border Controls & Single Window)** spoke of the new initiatives being introduced. Twenty five hi tech scanners would be introduced in 25 ports around the country. Private ports would have to install their own scanners at their costs. Controls were being tightened to check how inspections were taking place. Measures were being taken to reduce disputes related to assessment. Govt was very serious to migrating to new environment. As Das stated what was required now was to increase the trust level, empowerment in the ranks, increase digitization and more importantly there should be a change in attitude. Lastly but not the least go paperless. 



Putting DFCs on the fast track

Lot of hopes are pinned to the DFCs that are expected to bring a paradigm shift in the way cargo moves across the length and breadth of the country. **Anshuman Sharma, MD, DFCCIL** in a one-to-one with Vijay Kurup, details on the progress in development of DFCs and their strategy to attract traffic to these corridors

Q Last week there was news that almost 100 per cent of the land has been acquired on the Western Dedicated Freight Corridor (WDFC). Is there a possibility that the commissioning of the WDFC would be advanced? When are the Phase 1 and Phase 2 stretch of the WDFC likely to be commissioned?

A The different stretches would be opened at different stages. The dates of the various stages are: Rewari - Marwar December 2018. Marwar - Palanpur September 2019. Palanpur Makarpura March 2020. Makarpura - Vaitarna - JNPT March 2020.

Rewari - Dadri March 2020.

The entire stretch would be completed by March 2020.

Q What has been the most challenging part of the work?

A Definitely land acquisition has been the single biggest challenge. We have acquired 98 per cent of the land in the Western Dedicated Freight Corridor and we expect to complete the remaining acquisition soon.

Q In one of your brochures you have stated that Private Freight Terminal Policy, Port connectivity Policy, and Private siding Policy of DFCCIL has been approved. Could you expand on this?

A DFCCIL has its own connectivity policy to attract maximum traffic to the planned corridors. These policies are separate for port connectivity, Private siding connectivity and Private Freight Terminal connectivity, bringing out clear eligibility conditions, actions to be taken, applicable Fees, Security deposits, etc for faster clearance of the proposals. This has enabled many brownfield and green-

field industries/players to finalise their business proposals.

Q One of the mandates of DFC is to provide a non-discriminatory access to freight trains of Indian Railways and other qualified operators. Could you elaborate on the modus operandi? How other qualified operators can partake in the DFC?

A The revenue receipts of DFCCIL will be mainly through Track access charge payable by its users. Initially IR will be the sole user. But with the growing economy, policy initiatives and vast capacity being developed there are anticipations for more and more operators in future. The multi operator regime will require clear policies for access and charging methods without any element of discrimination. The issues will mainly be requiring licensing, safety clearances, rolling stock approvals etc, by the Ministry of Railways.

Q There is a reluctance of Indian companies to invest in logistics, because the return it offers on capital is much lower compared with other industries. What has been the response of private investors to build MMLP at nodal points along the DFC?

A Infrastructure developments require long term investments and the derived benefits of developing economy normally speeds up the anticipated gains through other allied infrastructure like the corridors being built. With the business oriented policies of DFCCIL various proposals for setting up the Private Freight Terminals, Logistics Hub connectivity etc have been received. DMICDC and IWAI are having proposals for setting up these with connectivity to DFC corridor. Consolidation and de-consol-

idation of cargo at convenient location with facilitated warehousing, customs clearances etc reduce the normal logistics costs and time for the cargo which qualifies as the feasibility aspect of the logistics terminal.

Connectivity would be provided only to our stations and not to mid sections. Line connectivity would have to be built by private train operators. So far 3 terminal operators have been approved.

Q What is project Saksham?

A Project "Saksham" is initiated by DFCCIL in association with CII for training and capacity building, skill development to the disadvantaged candidates to enable them earn livelihood. Under this initiative a total of 3400 beneficiaries from BPL and PAP (Project Affected Persons) categories have been trained at 11 locations and approximately 2200 candidates placed/ self-employed spanning across the Western and the Eastern Corridor networks of DFCCIL.

The program trains youth between 18 -30 years of age from BPL and PAP categories under short duration courses ranging from 200 to 250 hours including training on employability, social and soft skills. Assessments are conducted post completion of the training and successful candidates are provided suitable job opportunities.

Q Traffic on Eastern DFC comprises of bulk cargo and general goods. Is there scope for containerisation?

A Yes with the speed of delivery through DFCs the cargo flow in containers will get a big boost. It would not be double stack container movement. But if the container volumes arise we can have longer trains in this corridor. **mb**

Fruitful Business!



IG International imports exotic variety of fresh fruits from 25 countries and distributes them through its PAN India network. **Tarun Arora**, CEO of the company details on their plans to expand cold chain operations along the north eastern part of the country

Omer Ahmed Siddiqui

Q How was the business at IG International in 2017?

A Overall, IG International witnessed positive growth in 2017. We added a lot of new products - Medjool dates from Jordan, Turkish lemons, avocados from New Zealand, Stemilt cherries, persimmons and blueberries from the USA-into our existing wide assortment of exotic fruits in the past year. Recently, we introduced Stemilt's Piñata apples, Europe's best-known Pink Lady apples and New Zealand's DIVA apples. Our expanded product portfolio and consistent demand for existing products have been pivotal in our sustained growth.

Q What are your growth and expansion plans in the next two years?

A At IG, we handle 80 million kg of fresh produce, and the demand for it is growing at an annual rate of 30-40 per cent. We have also ventured into the Indian produce market by setting up sourcing hubs in Himachal Pradesh for apples and Amravati in Maharashtra for citrus fruits. We are looking at a growth of around 20 per cent YOY for the next two years. We are one of the largest cold chain companies in India. We aim to further strengthen our position of fresh produce in the market by 2020 with a total capacity of 55-000-60,000 pallets, and

open more cold storages in Kolkata and the North East.

Q Which is the hinterland served by IG International?

A IG International imports 31 global varieties of fruits from across 25 countries and uses its exceptional distribution network to cater to a pan-India market. We have made our presence felt in 27 cities, including Mumbai, Bangalore, Delhi, Ahmedabad, Chennai, Pune, Ludhiana, Jalandhar, Hyderabad, Lucknow, Kolkata, Chandigarh, Jodhpur, Udaipur, Cochin, Patna, Jaipur, Goa, Kanpur, Indore and Vijayawada. The hinterland areas served by IG International are in Tier 3 cities such as Raipur, Amravati, Ganaur and Krishnapatnam.

Q Which are the major fruit exports and imports happening from India and what are the destination markets?


A IG International imports fruits like apples, pears, oranges, kiwis, plums, grapes, avocados, cherries and blueberries. IG International mainly imports apples from Washington, China, and Europe for the domestic market. We import also oranges from Egypt and South Africa and pears from China. While we have been actively involved in exports by investing in third parties who were shipping products overseas, we independently forayed into fruit exports

from 2017. We kick-started our export business with grapes that were sourced from prominent belts in India like Nashik, Satana, Malegaon, Baramati and Sangli, which produce the highest quality table grapes in India. Different varieties of black seedless, green seedless, and red seedless are exported by IG Grapes to all of Europe, Russia and several South Asian countries. Apart from grapes, we also export fruits like bananas and pomegranates.

Q How are the facilities at Indian ports for handling reefer cargo? Which are the pain points that need to be improved?

A We have 14 cold storages across India. Six amongst them are around Nhava Sheva, Chennai and Krishnapatnam, which are at port locations. The Indian ports have outstanding services and facilities. However, the congestion at ports is the biggest pain point that needs significant improvement.

Q Tell us about the cold storage market in India? What are the opportunities and challenges?

A India's cold chain market offers 100 per cent FDI, monetary and tax benefits and govt initiatives. Challenges include frequent power cuts, inadequate labour knowledge and training in handling temperature-sensitive products, high levels of food wastage. 



Indian tonnage needs a level playing field

Of late, there has been a lot of push for relaxing cabotage. **Ranjit Singh, Executive Director & CEO, Essar Shipping Ltd**, points at the discrepancies in policies which make the going tough for Indian tonnage.

Sisir Pradhan

Q How a level playing field could be created for Indian flagged ships?

A The shipping industry is leap-frogging in developed countries, while India still lags behind. China ensures that 600 million tonnes of coastal cargo is carried by Chinese flagged vessels. Japanese imports are carried only on Japanese-owned vessels. In the US, at least 30 per cent of the gas exports are ferried on their national fleet.

Absolute cabotage is practiced in each of these countries, while the concept of cabotage is conspicuous by its absence in India. India offers Right of First Refusal (RoFR). But tradition-

ally the lowest bids for carrying Indian cargo have been quoted by foreign vessels. An Indian ship-owner is at a disadvantage because of higher operating costs, costly bunker and taxes when compared to his foreign counterpart. If India relaxes RoFR norms then Indian ship-owners may have to revisit their decision to flag vessels in India.

Q What is your view on Cabotage and exercise of ROFR?

A Foreign vessels are not taxed when operating in Indian waters, while Indian ship-owners are burdened with Income Tax for their seafarers. In addition, there is the extra cost of bunkers that are bought on the Indian coast.

Therefore, the purpose of having a RoFR policy is completely defeated.

The Government of India recently introduced the Indian Controlled Tonnage scheme wherein Indian ship-owners can flag their ships outside India, as long as they are manned by 50 per cent Indian seafarers. This is designed to help secure easy finances. However, withdrawal of the RoFR will make this scheme redundant.

Q Why are Indian ship owners demanding for a national fleet?

A This is in line with other major maritime powers that support their own shipping firms for retaining control and securing the transportation of critical cargo. A national fleet policy mandates that ships engaged in trade must be flagged, or registered, in India irrespective of whether they are owned by Indian or foreign shipping lines. Foreign shipping lines currently control over 90 per cent of India's cargo. They should therefore be asked to flag some of their vessels in India and pay taxes. That would create a level playing field.

Q What are the reasons for lack of foreign investment in the Indian shipping industry?


A Lack of a proper policy framework, incentives, connectivity infrastructure, ineffectiveness of the RoFR policy, higher operating and financing costs, negligible budgetary support, and eventually uncertainty over the RoI.

Q What needs to be done to encourage ship building in India? How India could improve bunkering?

A The ship building industry in India is at its worst because of the cost of imports and duties on machinery & the dwindling steel industry in the country. With the imposition of the anti-dumping duty in the steel segment the industry has now turned and will further improve with the increase in domestic demand. However, it has been cheaper to build ships in China.

At major ports, the fleet available for bunkering is negligible. Adding to this is the 30 per cent extra duty paid on bunker compared to Sri Lanka or Singapore. Berthing issues, lack of infrastructure, cost of bunker, administrative issues at ports, additional cost for bunkering, all lead to unavailability.

Q Are you looking at markets other than India?

A We are looking at serving steel companies overseas as well. Our focus is on Qatar, UAE and Bahrain. 

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Shield your cargo

Dock shelters are the essential covering required to protect temperature sensitive cargo from harsh environment while loading and unloading goods in cargo trucks

Sensitive cargo needs to be protected from external environment while loading and unloading in cargo trucks. This protection is best offered by dock shelters. Dock shelters are installed mainly to seal the gap between the building and the vehicle in such a way that when the sectional overhead door is opened, goods and personnel are protected against the harsh weather conditions outside. Dock shelters provide a seal between the internal and external environments, thus assisting in the reduction of energy consumption. The savings in energy costs are considerable. India's No.1 entrance automation and loading bay equipment company, Gandhi Automations offers a complete range of dock shelters available for every requirement and environment.

Retractable dock shelters: The retractable PVC front panels dock shelter is commonly used. With its simplicity and efficiency, it grants for

a constant payback of the investment. These are available for dock level installation or for ground level installation for the protection of doors without dock. The front panels are made of high resistance black PVC reinforced with a double weaving of polyester that works like a spring in order to seal the vehicles of different shapes. The flaps are flexible and have very high wear and tear resistance. Designed to retract under the shock of any possible wrong maneuvers of the docking vehicles and extend when the vehicle drives away.

Cushion dock shelters: Due to its high insulation factor, the cushion dock shelter is the ideal solution for controlled temperatures. The three cushions are made of elastic polyurethane foam, covered with PVC coated polyester fabric, supporting the vehicle pressures and perfectly sealing the three sides, including the space between opened rear doors and sides of the vehicle. The two vertical cushions have

continuous overlapped anti-friction limpets allowing for the up and down heavy friction of the vehicle on its suspensions, during the loading. It is available with fixed or adjustable horizontal top cushion, adjustable to the different vehicle heights.

Inflatable dock shelters: The inflatable dock shelter is the best solution for insulating and improving the working environment. It can be rapidly inflated with a fan and it creates a perfect insulation between the vehicle and the loading bay, sheltering from cold, rain, wind also dust and humidity. The inflatable dock shelter is made of polyester fabric, PVC covered, a material resisting to hot temperatures and bad weather conditions. Inflatable dock shelters provide the most versatile seal available to service the widest variety of truck and trailer configurations. Contrary to other types of dock shelters the vehicle does not push towards the shelter instead the shelter is inflated around the vehicle. [mg](#)

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Cotton exports projected to surge

If the industry body Cotton Association of India (CAI) is to be believed, cotton exports, in the 2018-19 marketing year, are expected to jump 43 per cent to 10 million bales (of 170 kg each) on strong overseas demand, especially from China. Cotton shipments are likely to cross 7 million bales in the ongoing 2017-18 marketing year (October-September). Already, 6.2 million bales have been exported till May 2018, CAI said.

CAI said that the total cotton exports to China could increase to 30-40 lakh bales in the next marketing year from 10 lakh bales this year as the crop in the neighbouring country is pegged lower and its buffer stock was also getting exhausted. Of India's total cotton shipment of 6.2 million bales till May of this marketing year, 20 lakh bales have been exported to Bangladesh; 10 lakh bales to China; 12-13 lakh bales to Vietnam; 11-12 lakh bales to Pakistan; 7-8 lakh bales to Indonesia and the rest to Sri Lanka and others.

India pitches for sugar export to China



China is a major consumer and importer of sugar, while India has emerged as major producer and exporter of sugar. In order to tap the rich Chinese market, Indian Embassy in Beijing is engaging with Chinese companies to promote exports of Indian sugar to China. The government along with the industry has started talks with China that have spurred hopes of export of 1.5 million tonnes of sugar.

The sugar industry wants the government to allow export of 8 million tonnes of raw sugar in the 2018-19 crushing season ending September 30, in view of the second consecutive year of record production. The government has also announced an incentive of ₹5.5 per quintal for sugarcane growers.

Rice exports to decline by 10 per cent on restrictions from importing Countries

India's rice exports are likely to decline this year by up to 10 per cent due to restrictions imposed by importing countries. While Bangladesh has imposed 28 per cent import duty on rice to restrict its imports largely from India, the European Union also made its quality norms stringent with introduction of new pesticides limit. With this, non-basmati rice export to Bangladesh and basmati rice shipment to the European Union is set to decline.

The restrictions from importing countries assume significance as Bangladesh contributes over 18 per cent of India's 8.5 million tonnes of non-basmati rice exports, the European Union shares nearly 10 per cent of India's basmati rice exports annually. A part of this decline, however, is likely to offset with the beginning of direct import from China, possibly in the second half of the current financial year.

Mango exports slow down on lower production

Even as newer markets for Indian mango are being explored, lower crop size has restricted exports of the summer fruit this year. Going by the claims of the exporters, due to sharp fall in the mango production across various states, exports will come down by half of what was seen last year.

"Mango production across the Country hasn't been very encouraging this year. As a result, mango exports this year will be less by over 50 per cent of last year's estimated exports of over 46,000 tonnes. Exports from Uttar Pradesh will be negligible as multiple factors caused a dent in the production. Whatever export is happening, it is from Maharashtra and South India," said S Insram Ali, President, Mango Growers Association of India.

In Gujarat's Kutch region, the adverse climate condition has taken a toll on the mango crop. During April-December 2017-18, India shipped out 46,562 tonnes of mangoes valued at ₹346.34 crore. Shipments to West Asian countries – the largest market for Indian mangoes – stood at 30,985 tonnes valued at ₹233 crore during the year. In 2016-17, exports had touched a high of 52,761 tonnes valued at ₹443.66 crore.

India's grape exports decline on adverse climate



The country's grape exports have seen a 40 per cent drop this year. This season grape exports touched 1,80,000 tonne as compared to 2,31,000 tonnes the previous year, Grapes Exporters' Association of India (GEAI) has said. The yield this year was 40-50 per cent less than last year. Significantly, grape exports to Europe reduced by around 9,000 tonne to 92,500 tonne from 1,07,000 tonne last year. Adverse climatic conditions were blamed for the lower export this year by industry people.

So far this season, around 3,000 tonne have been exported to China and about 1,500 tonne to other nations such as Russia, Malaysia and Singapore. Last season, India exported 27,554 tonne to Russia, which is one the biggest markets for the Country.

Coal imports decline by 9 per cent

Indian coal import fell by 9 per cent to 17.32 million tonnes (MT) in April due to ample supply of dry fuel from domestic sources even as most of the thermal stations in the country are being run on a hand to mouth existence. Imports of all types of coal in April 2018 stood at 17.32 MT, about 9 per cent lower than 19.08 MT recorded for April 2017.

Import demand from thermal power plants remained low due to ample supply from domestic sources, claimed the Ministry sources. Also, pet coke demand was low as users have been switching to US coal to avoid pollution issues. Of the 17.32 MT dry fuel imported, the import of non-coking coal was 12.3 MT, followed by coking coal at 3.5 MT.

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L to R: **Mukesh Oza**, Group President & CEO, Samsara Group; **Santosh Kumar Mohapatra**, IAS(Retd); **Capt BVJK Sharma**, Joint MD & CEO, JSW Infrastructure; **Arun Misra**, VP (Project Gopalpur), and MD, Tata Steel SEZ; **Dhruv K. Kotak**, Joint MD, JM Baxi Group

The second edition of SLS Bhubaneswar found traction among some of the tallest industrial leaders from Odisha, and stalwarts from port, shipping and logistics sector. The business leaders joined together to discuss logistics scenario in the region, and in a dynamic trade environment how logistics can play a decisive role to achieve manufacturing and business efficiency.

The summit started with the welcome and keynote address by **R. Ramprasad, Editor-in-Chief, Maritime Gateway**, followed by facilitation of Guest of Honor **Sanjeev G. Dewalkar, IRS, Commissioner, Customs, GST, Service Tax and Audit, Bhubaneswar Zone**.

"Odisha can be the numero uno state in terms of untapped possibility," remarked **Santosh Kumar Mohapatra, IAS(Retd)**, moderator of the session. At the time of initiating the Dhamra Port project in 2005, we could foresee Odisha with a very promising future and over a period of time the region has lived upto the expectation. Odisha growth story is not yet over and it is yet to reach its peak. Steel and power are considered as the core industries in any country, and Odisha has the largest base of these industries in India. About 1/3 of country's iron ore, a quarter of coal re-

Industrial Growth and Infrastructure Ecosystem

The 2nd Annual Smart Logistics Summit 2018-Bhubaneswar shared an insight on how cargo moves between hinterland and ports in the state of Odisha. The summit was an effort to highlight the logistics bottlenecks in the region and explore how service providers could offer better solutions to facilitate business growth.

sources, 50 per cent of bauxite reserve, and 90 per cent of nickel and chromite reserves are present in Odisha. While neighboring states too have mineral resources but Odisha has the strategic advantage of a seafront, and it is this combination that an investor would look for in a region.

Mukesh Oza, Group President & CEO, Samsara Group: Samsara has been operating from Paradip Port for several years handling bulk and break

bulk cargo but with the new container terminal been set up at the port, it is the right time to start serving container trade from the region as well. Like China propagates One Belt and One Road Initiative, it is time for the investors in Odisha to join hands for Odisha Cargo for Odisha Ports initiative. Overall growth of the region, port and a region's economy will take place when all stakeholders are in sync with each other. Odisha is expected to

produce about 100 million tonnes of steel, and it will require for daily vessel calls out of Paradip Port to serve the demand.

Capt BVJK Sharma, Joint MD & CEO, JSW Infrastructure: A cargo traffic growth is noticed in the region lead by Paradip Port, but still it is looking at a growth of about 15 per cent in the coming 5 years. Soon JSW is planning to start iron ore terminal of 18 million tonne at the port which can cater to cape vessels. JSW is also entitled with the project of mechanisation of a coal handling berth which can cater to cape vessels. JSW is looking at creating 50 million tonne capacity at Paradip Port and the group has also got approval to set up a steel production unit nearby which will contribute 20 million tonne of traffic. The company aims to create 100 million tonne capacity on the east coast. The only concern is connectivity, especially the Haridaspur-Paradip rail project has taken too long to complete and the fresh target for the project completion is June 2019, and completion of this project will help faster evacuation of iron ore and other cargo. A cord line which will provide last mile connectivity to Paradip Port to tap coal from the mines of MCL is another important linkage. While fund has been allocated for the project but delay in land acquisition on part of the state government has delayed the project. JSW is also looking into wagon investment schemes for iron ore and coal rakes. The Sagarmala offers lot of opportunity, and one example is NTPC can save ₹900 crore on logistics cost annually, if it moves coal from MCL mines through Paradip Port-Jaigarh Port to its power plant in Maharashtra as compared to rail movement. JSW is investing about ₹4,000 crore in ports in Odisha and about ₹20,000 in the steel plant in the state, and the group looks for a steady growth of the region.

Arun Misra, VP (Project Gopalpur), and MD, Tata Steel SEZ: The location of Tata steel plants in Jamshedpur was decided keeping in mind the proximity to the mines and water resources, but later there was a realisation that in modern times it is ideal to set up a steel plant close to ports. If the manufacturing units move closer



Rapt audience in a session

to the ports, the means of freight movement by road or rail becomes irrelevant. As per current trend, more and more manufacturing zones will be located around the ports and the port operators would be less dependent on the hinterland. China is an example, which during the Beijing Olympics relocated its steel plants closer to ports to bring down logistics cost. Considering these aspects, Tata Steel SEZ is a perfectly placed location for manufacturing activity closer to Gopalpur port. Though initially Tata Steel plant was planned near Gopalpur way back in 1996 but due to lack of fresh water and high cost of desalination during those times the plant idea was shelved. Following which the steel unit was set up in Kalinganagar. Tata Steel SEZ at Gopalpur is multi-product economic zone and the project is poised for environmental clearance upto red category which will allow location of hazardous industries there. The SEZ is well connected by rail, road and port. There is monopoly in tariff offered by road and rail, and the logistics companies feel that they shouldn't be paid as per the value they add rather as per the value of the cargo they carry. These issues, including the transport union related challenges have been raised by industrial associations on various forums. Even in Gopalpur, ferrochrome movement by container is shipped through Visakhapatnam due to lack of container handling facility at Gopalpur. Industries in the region are exposed to the monopolistic service by logistics players in the name

of transport union. These issues need to be sorted out and as industries shift near to the port, they will be trusted suppliers of cargo to the port.

Dhruv K. Kotak, Joint MD, JM Baxi Group: There has been an impression in the region that logistics companies are opportunistic but soon the image would change. A major milestone is the progress in digitalisation, especially in the port sector. With the initiative by the government there will be a comprehensive Port Community System in place within the next 6 months. It will offer single window solution for all document exchange. It will allow the manufacturers, shippers as well as the service providers to carry out documentation on the go. JM Baxi led Portall is in the forefront of developing this technology for the Indian government. PICT will play the role of a container terminal as well as a clean cargo handling facility. Coming to the issue of transport unions, the bigger eco-system will take some time to be developed in the state to make things fall into places. Even due to the issues with road transport union, there is also opportunity for private rail operators to serve short distance cargo. The relaxation of cabotage will have huge impact on container trade, because places like Kolkata, Chennai and Chittagong have surplus of empty 20' inventory which can be delivered at Paradip instead of Singapore or Colombo which will enable creation of a supply chain for major exporters in the region. [img](#)



L to R: R. Ramprasad, Editor-in-Chief, Maritime Gateway; PC Choubey, Executive Director, Indian Oil Corporation; LN Mallik, Executive Director (T&S) SAIL; Rajiv Ranjan Kumar, CEO, Apeejay Infralogistics Pvt Ltd; Venkateswara Rao, Head (Outbound Logistics & Shipping Business) Vedanta Ltd; Prashant K Pati, Vice President (Marketing), OSL Group

Diversified cargo: Capacity constraints and way forward

Representatives from industries in Odisha spelled out logistics challenges they face in moving cargo. The panel coincided on the need for an integrated approach for improving end-to-end logistics

Having discussed infrastructure, investment, capacities coming up and connectivity issues in the previous session, the second session of the event moved on to focus more on the operational issues. Where exactly are the problems and how they can be sorted out was the crux of the discussion by the panel which had a balanced mix of service providers and users.

Ports will evolve to become end-to-end supply chain providers, emphasised **Subrat Tripathy**, CEO, Dhamra



Port. “Port infrastructure strengthening is not the exclusive realm of the port. We can’t even take the first baby steps that we are having today if we did not have Dhamra,” said Tripathy, as he took the audience down the memory lane, touching upon the establishment of the first ports in India and Paradip being one among them. “People often talk about competition between Paradip and Dhamra ports, but when we think of infrastructure development in the country the focus should be on complementarity rather than competition,” averred Tripathy.

Hinting at the enabling environment provided by the central government he said, “It just took me a cup

of coffee to convince the shipping secretary for fourlaning of Chandikhol-Paradip road to ease cargo movement.” Diverting from road to rail freight, he said, “The need is to restructure the entire railways operations and take it the way European railways have gone. It is not about owning wagons or locomotives, but about ownership of an asset, letting private enterprise come in and run that asset, making decent money rather than focusing on abnormal profits.”

Hinting at the future of ports in the state Tripathy said, “The next level will be about end-to-end logistics, wherein shipping lines will not have to wait for berthing. Elaborating on this aspect Tripathy said, When SAIL moves cargo from Australia to Paradip, the company should have a clear idea of costs involved and the punctuality of time in which the cargo will be delivered.”

PC Choubey, Executive Director, Indian Oil Corporation, touched upon the key aspects of offshore crude oil movement, which is very cost effective and eco-friendly as compared to movement by pipeline or rail. He encouraged establishment of industrial hubs based on synergies – such as the establishment of ancillary industries for oil refineries and petroleum products in Paradip. Earlier the oil major used



Haldia Port for oil movement to refineries in the eastern region, but the port charged high wharfage, which became the very reason for IOC to divert its cargo to Paradip Port. The oil industry has so far avoided Paradip Port due to the adverse sea conditions, but IOC has taken the lead and with 57 per cent berth occupancy, IOC is confident of handling 60 million metric tonnes of crude oil at the terminal. "We have planned to supply crude oil to Numaligarh refinery from Paradip," revealed Choubey.

All the requirements of refineries on the eastern part of India is fed by Paradip. We are planning to expand capacity of Paradip refinery to 25MMT. But the bigger picture is that "I am planning to replicate the industrial structure present in Mundra at Paradip as well." This will include establishment of pipeline coating and manufacturing plants in Paradip. Another business opportunity he pointed at is for manufacturing marine hoses in India, which are currently imported.

Hinting at cost efficiencies at sea he said, when we move crude oil offshore its cost is only 5 paisa per MT per km, as compared to pipeline which is 1.50 paisa per MT/km and ₹2.50 per MT/km by rail. The best mode of transport for moving bulk cargo is through VLCC tankers.

Venkateswara Rao, Head (Out-bound Logistics & Shipping Business) Vedanta Ltd, brought to the fore the raw material sourcing woes of the company, as it is forced to import

materials from as far as Africa, in spite of presence of mineral reserves in the very state. 50 per cent of the Haldia, Paradip and Vizag ports capacity is used by Vedanta. The company is also India's single largest container exporter, exporting 50,000 teus.

Hinting at the reasons for choosing Odisha for its operations Rao said, 90 per cent of Bauxite reserves are in Odisha, which forms a major raw material for Aluminum. But the company still imports Bauxite from West Africa as the mineral is not being mined in Odisha. In spite of availability of raw material reserves in India, the company has to import from across the globe. Vedanta exports 40 per cent of its output to Asian countries and 25 per cent to Americas and 35 per cent to Europe, but all of this happens through far off ports like Vizag and Haldia. "Vedanta gives commitment from this forum that we will be the first mover if container terminals are developed in Paradip," announced Rao.

LN Mallik, Executive Director (T&S) SAIL, elaborated on the capacity constraints his company faces on a day-to-day basis. SAIL produces 16 million tonnes of steel and holds a capacity for producing 21 million tonnes of steel. This requires 80 million tonnes of raw material which has to be moved in spite of congestion at ports and shortage of rakes. For instance, Paradip and Dhamra have pre-berthing delays of about 7 days, followed by issues of evacuation and storage. As Gopalpur Port opens up the company is planning

to import limestone through the port, while the same is currently being done at Haldia. "It is not only the ports and railways to be blamed. Many manufacturers do not have the capacity to handle different types of wagons and reduce the unloading time," clarified Mallik. Integration and synthesis of the available infrastructure and resources to improve efficiency is the need of the hour and this can cut down avoidable expenses such as demurrage and waiting charges.

Prashant K Pati, Vice President (Marketing), OSL Group, pointed at the growing hinterland activity in Odisha that promises more cargo for all the three ports in the state. The upcoming coastal highway connecting all the three ports will ensure equitable distribution of cargo to them. Talking about the problems of container imbalance and repositioning he said, it is a global phenomenon as there are no commonly adopted container management strategies by carriers. Suggesting ways for reducing container repositioning cost in Odisha he said, abolition of port entry charges for vessels carrying empties, concessional tariff for empty containers, use IT solutions for flow forecast into the region and triangulating movement by sending empties directly to exporters.

"Infrastructure issues are PAN India and not restricted to any one part of the country. All logistics providers be it shipping lines, CHAs or freight forwarders are using this opportunity," said **Rajiv Ranjan Kumar, CEO, Apeejay Infralogistics Pvt Ltd**. Businesses in Odisha are struggling due to lack of container port, sourcing cargo from distant ports such as Vizag or Kolkata. But whether you source from Vizag or Kolkata, the cost remains same. Even if a container terminal is opened at Kalinganagar, the import cost will marginally reduce by 30 per cent because of infrastructure issues, paucity of transportation and unionisation of truck owners. This can be resolved through a concerted effort by government and the industry. Summing up his discussion Rajiv said, as the ports and logistics services increase, the cost will automatically go down and efficiencies will come in with growing competition. [img](#)



Session in progress



L to R: Capt. S.B. Mazumder, Executive Director, Seahorse Ship Agencies; **Anurag Garg**, Vice President (Business Development and M & S), TM International Logistics; **Adithya Manimaran**, Regional Sales Manager – East India, Nepal & Bhutan, Maerskline India; **Saurav Agarwal**, Partner, Sonthalia Rice Mill

Coastal Shipping on East Coast: New Opportunities

In a region where manufacturers and traders have a constant challenge of dealing with transport unions and cartels, cargo movement by waterways and sea seems to be a much more viable option. The session discussed various challenges faced by the trade while moving goods by surface transport, and how coastal shipping could be a more efficient mode of transport for this region.

The focal point of discussion in the third and concluding business session was coastal shipping on the east coast of India, and especially the trade opportunities that can be unleashed in Odisha by using coastal sea route to move cargo.

Capt. S.B. Mazumder, Executive Director, Seahorse Ship Agencies: The history of coastal shipping dates back to about two and half decades, and the growth in this seg-

ment started about 10 years ago. In the last 4-5 years cargo movement has increased on coastal route, especially in the container segment and there is momentum in bulk and break-bulk as well. But last mile connectivity is still a challenge, and better rail and road connectivity in the coastal region can further boost transfer of road and rail cargo to water and sea mode. The transformation has taken place globally, and coastal shipping would soon

catch up in India as well.

Anurag Garg, Vice President (Business Development and M & S), TM International Logistics: Government has been encouraging coastal shipping for the last two decades, however ship owners have always lobbied for excise duty-free bunker at par with EXIM vessels. Now VAT on bunker fuel for coastal carriers has come down to about 5 per cent and almost null for diesel. There are some structural issue which hinders growth in this segment, and the issues are related to products and industry and not related to shipping sector. The big boost in coastal shipping on east coast started in 2001 after Asian Development Bank funded development of terminals at Ennore and Paradip to move TNEB coal via sea route. Earlier the power plants in states were operating on cost contract, which means the cost incurred by these units are passed onto the consumers. But after 2011, a new norm came as per which power plants operated as per tariff-based bidding. It means the electricity tariff is fixed for the power generation units which compelled them to opt for coastal shipping only if freight rate is lower than rail or road. Though coastal movement of coal continues but due to the cost factor there was no major scale up of cargo volume. In power or steel sector, raw material movement



like coal and iron ore are very predictable commodities in terms of volume demand whereas there is uncertainty of volume for finished goods movement such as steel. Finished products have peculiar dynamics as there is no certainty about the market demand due to which it is difficult to build an eco-system for coastal shipping to cater to steel or any other finished product. Similarly in case of automobile transport by road it would take 1 or 2 days whereas by sea the time would increase to about 5 days which adds to the inventory cost of a manufacturer. Hence, coastal shipping for raw material would grow but it might not be possible to replicate similar growth for finished products. Finished goods movement by coastal route would be successful in cases whether the consumption centers or manufacturing units are located near ports, and there is lower level of multiple handling. Petroleum products have a good potential for growth by coastal route but it is subject to pipeline connectivity at the discharge point, and union and state governments should extend incentives to encourage.

Saurav Agarwal, Partner, Sonthalia Rice Mill: Though the logistics industry is more focused on transportation of commodities like steel, petrochemicals or other natural resources by coastal route but Odisha being the third largest producer of paddy in India also offers lot of potential for other products as well. The growth of coastal shipping sector require steady and consistent cargo and food grains could fit into the requirement. The company has started rice movement by coastal shipping from Paradip in a small manner and there is lot of potential which needs to be tapped. The rice producers in Odisha couldn't reach out to many markets in an efficient manner which makes them less competitive as compared to peers in other regions like northern parts of India. For example, while rice produced in Odisha is at par with the rice in Uttar Pradesh in terms of pricing but logistics cost make Odisha millers less competitive. A competitive freight rate could make Odisha millers at par with others. The freight rate charged for coastal shipping is higher in com-



An inquisitive audience

parison to other regions. The situation is such that the freight rate offered by road transporters is at par or in some cases lower as compared to coastal route which shouldn't be the case. The other issue with coastal shipping is the vessel schedule. While in the post-GST market, trucks reach Kerala or Tamil Nadu in about 3-4 days while by sea it takes about 15-20 days. Whereas cargo movement by coastal shipping takes much lesser time on the west coast, for example it takes about 3-4 days from Gujarat to Kerala. Frequency of vessels also needs to increase. Odisha is a consuming state, hence it offers an opportunity for coastal vessels to bring in consuming material into Odisha, and vessels could carry paddy or other products produced in the state as return cargo which would help to maintain the cargo balance for vessels.

Adithya Manimaran, Regional Sales Manager – East India, Nepal & Bhutan, Maerskline India: Maersk Line started its first transshipment from Paradip to the US via Chennai a decade ago. But the service didn't clicked as expected. A year later the transshipment started from Visakhapatnam for Kolkata and Haldia but there was lack of momentum, following which transshipment service started from Krishnapatnam. A major development is relaxation on cabotage. Last year due to cabotage restrictions the company had to reposition equipment to cater to the reefer cargo season starting in June-July. Boxes had to move to Colombo before they could be repositioned back in Visakhapatnam, which contributed to increase in transit time and cost. "The change in cabotage policy has allowed us the opportunity to position Maersk Line mother vessels to serve customers in the

region." The new ruling has opened opportunity for India to become the transshipment hub wherein empty 20' containers could be brought in directly to cater to the industries. There is no need to call lot of mother vessels to multiple locations, rather states should focus on ways to consolidate cargo and move it as one major pool which would make the freight more efficient for all. Maersk has partnered with lot of stakeholders to serve the trade such as it has been working with Kalinganagar ICD for about 2 years to encourage the trade to pool cargo at one location in Odisha and then ship. The practice in Odisha has been such that companies have manufacturing units in the state but they consolidated cargo in West Bengal and shipped via Kolkata or Haldia Ports. Though it seems efficient in current scenario but in the long-run it will increase cost for shippers. Hence it is time the shippers should consolidate cargo in the state itself at hubs closer to the ports to create an efficient freight movement eco-system and it would encourage major logistics companies to come to the state. Maersk has chosen Kalinganagar ICD as an empty container yard even though the line is incurring loss due to detention of inventory but it is creating an opportunity for cargo movement from the region. Maersk started with Jharsuguda as a hub to consolidate cargo but due to the presence of cartels the cost increased. In a bid to tackle the situation, the company started last mile connectivity through trucks at places like Balasore and providing customers end-to-end cargo delivery. In markets like Odisha, end-to-end freight service and last-mile service could only help to limit the cost and improve efficiency. Odisha also offers opportunities to convert break-bulk cargo to containers and lot of shippers are into the practice of using their import boxes to export their goods. Break-bulk cargo volume is high in the state and it opens the opportunity to create a surplus pool in the state itself. Creating cargo hubs within the state would unleash lot of potential for coastal shipping and transshipment from the region, and also give better efficiency of time and cost for shippers. [img](#)



Three cheers to the winners


An evening where champions who pushed the boundaries were honoured.



The evening of June 19 was like none other. At one of the finest Ballrooms of Mayfair Convention, Bhubaneswar, logistics service providers and industrial giants in Odisha came together for the glitzy Smart Logistics Awards Ceremony. This was the evening the industry chose to celebrate with their colleagues for recognising and appreciating the outstanding services provided by their peers.

Representatives of shipping lines, ports, logistics companies, Customs and industrial giants in Odisha filled the hall with their presence as they cheered for the champions who through their perseverance pushed the boundaries in everything from customer service, new products to using technology to disrupt the way business is done. It was a night where the industry stood up together to celebrate excellence, innovation and best practice across the sector.

The Smart Logistics Awards have now become the most coveted awards in maritime industry honouring individuals, companies and organizations in states across India. They promote best practices, innovation and motivation. Gateway Media, an institution pursuing excellence relentlessly, had instituted these awards to showcase outstanding achievements and exceptional accomplishments of individuals and organizations in the Indian maritime Industry.

Awards were given away in 20 categories and the recipients accepted them to a thunderous applause and many a standing ovation. A terrific night of celebration marked out a superb set of winners. *Maritime Gateway* congratulates them all and thanks everyone who entered. 

SMART LOGISTICS AWARDS WINNERS

Smart Port: Paradip Port Trust

Smart Private Port: The Dhamra Port Company Limited

Smart Bulk Terminal: Essar Bulk Terminal Paradip Limited

Smart ICD: Apeejay Logistics Park Private Limited

Smart DCT: CONCOR - Balasore

Smart Stevedore: Orissa Stevedores Limited

Smart Shipping Agent: Samsara Group

Smart CHA: BOXCO Logistics INDIA Pvt Ltd

Smart Forwarder: Seaways Shipping and Logistics Limited

Smart Logistics Service Provider: TM International Logistics Ltd

Smart Transporter – Road: Kandoi Transport

Smart Coastal Operator: Avana Logistek Limited

Smart Exporter - H.R. Coils: TATA Steel Ltd

Smart Exporter – Ferro Alloys: Indian Metals Ferro Alloys Ltd

Smart Exporter – Aluminium: Vedanta Limited

Smart Coastal Exporter - RICE: Sonthalia Rice Mill

Smart Importer – Fertilizer Raw Material: Indian Farmers Fertiliser Cooperative Ltd

Smart Importer – POL: IOCL (Pipelines Division)

Smart Importer – Coking & hard Coal: Steel Authority of India

Smart Importer- Limestone: Essar Steel Limited



Seafood exports Riding high tide

Long coastline, brackish water resources and some enterprising business leaders have made the seafood industry in Odisha a major exporting state in the country. Now with ports in the state offering reefer container service, the industry is up for some exciting times ahead

Sisir Pradhan

Way back in 1980s some young entrepreneurs could foresee the potential of seafood exports from Odisha and took the risk of venturing into the uncharted territory. And the rest is history as now Odisha is one of the largest exporters of marine food to the world. Some of the seafood exporters from the state top the list of largest exporters in the country, and also supply private labels to multinational retail giants Walmart and Costco, and are also trusted supply partners to upscale American restaurant chains like Red Lobsters, Legal Sea Foods, and Golden Seafood, to name a few.

In the initial days, one of the largest brackish water lagoons in the world, the Chilika Lake was the major source of premium black tiger prawn.

But later as the demand grew, aquaculture took over and breeding of prawns in captive caught pace. Now about 4,18,000 hectares of brackish water resources in various coastal districts produce marine food for export markets. Currently, Odisha exports about 1,400 reefer containers to the world lead by the US (1,062), Vietnam (229), Canada (49), Japan (23), and Italy (9).

According to **Tara Ranjan Patnaik, Chairman, Falcon Marine Exports**, Odisha has one of the best fishery policies in the country but the implementation was painfully slow. Fish farming should be treated as an agriculture activity so that



the farmers can avail benefits. The sector comes under multiple departments, hence the government should set up a single point of contact or put everything under the Department of Agriculture to expedite resolution of various issues. Running a farm using diesel generators adds up to ₹30-40/kg to production cost, which is not calculated while giving duty drawbacks.

The trade in the region opines that shipping lines charge ₹2.3-2.4 lakh per reefer container and exporters in the region have to bear additional cost of about ₹1.3-1.4 lakh as compared to counterparts in neighbouring states due to long-haul of reefer containers from production centres to the port in the neighbouring states. Due to this, exporters struggle to remain competitive as it puts pressure on their operating costs.

Global consumption of seafood has increased from 114.9 million tonnes in 2006 to 135.6 million tonnes in 2012, and the demand is likely to touch 160.5 million tonnes by 2022. Despite the vibrant marine food industry, the ports in the state for long have shied away from offering full-scale reefer container service. Hence, the exporters had to depend on ports in the neighbouring states. But of late the state government has realised the potential of the sector and its contribution to the economy, as a result a Seafood Park spread over 150 acres has been initiated at Deras, located on the outskirts of the state capital. Among the major companies which have already committed investments for setting up units at the seafood park are Falcon Marine Exports, Magnum Seafoods, Utkal Exports and Vizag-based Coastal Corporation. Falcon Marine Exports will set up the largest sea food processing unit with a capacity of 37,000 MTPA of sea food. Paradip Port with the support of Concor has recently started offering rail siding for container movement, and the port is soon going to start operation of a container terminal as well. According to the Fishery Survey in India, the fisheries potential of Odisha is 513,667 million tonnes per annum (MTPA). Additionally, Odisha's proximity to South-East Asian markets and increasing demand in Japan and Europe will further aid the development of sea food sector in the state. [img](#)

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SOUTH ASIA: THE HUB OF LIMITLESS POSSIBILITIES

THE FORUM

The **South Asia Maritime & Logistics Forum** aims to bring together governments, trade associations and industries in South Asian region in contact with leading business enterprises from Europe, Middle East, South East Asia and beyond.

This forum will play a key role in bringing deep insights into maritime infrastructure, focus on investment opportunities and bring meaningful relationships to the table. It will explore opportunities, find solutions for the existing challenges, share best practices and identify ways to collaborate.

This forum will provide each of the South Asian countries with an opportunity to market collectively as well as individually. New business and investment opportunities in the region and respective countries can be promoted to a global audience.



MARITIME & LOGISTICS FORUM

D H A K A 2 0 1 8

9 & 10 OCTOBER 2018 | LE MÉRIDIEN, DHAKA

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