

Rewind of the  
Decade

SLS-HYD-2018: Robust Logistics Infra  
for Sustained Growth

24th Nepal  
Cargo Day

10TH ANNIVERSARY ISSUE

south asia's premier maritime business magazine

# maritime gateway

SEPTEMBER 2018

WWW.MARITIMEGATEWAY.COM

RNI NO: TELENG/2009/30633

DATE OF PUBLICATION: 26/08/2018

POSTAL REGISTRATION NO: HD/1137

DATE OF POSTING: 28/08/2018



₹ 100

**Unlocking the Blockchain Potential**  
**Soeren Duvier**  
Managing Director (Asia), BiTA

## BLOCKCHAIN HYLOPHOBIA fear of the unknown

The assurance from Blockchain technology to find solutions to legacy issues and improve efficiency of existing business models has helped it to gain momentum. But every narrative has two sides to it, can Blockchain deliver what it promises?



# JNPT - THE MOST ECONOMICAL AND EFFICIENT PORT

**29**  
YEARS OF  
CREATING  
VALUE



## WE BELIEVE IN MAKING YOUR BUSINESS PROFITABLE

- India's No. 1 Container Port.
- Handles 55% of the Container cargo across all Major Ports in India.
- Zero congestion in the Port area.
- Savings in transaction cost and time with our digitised processes, upgraded infrastructure, enhanced connectivity and transparent system.
- Committed to providing seamless customer service.

## EASE OF DOING BUSINESS AT JNPT

- Direct Port Delivery (DPD) of import containers has increased to 39%, enabling savings in cost ranging from ₹8,000 to ₹20,000 per container and time saving ranging from 5-7 days.
- Direct Port Entry (DPE) of export containers has increased to 75%, enabling savings of ₹3,000 to ₹4,000 per container and time saving of 1-2 days.
- Larger parcel sizes at JNPT enabling most competitive freight.
- Import Dwell Time and Export Dwell Time at par with International Ports.

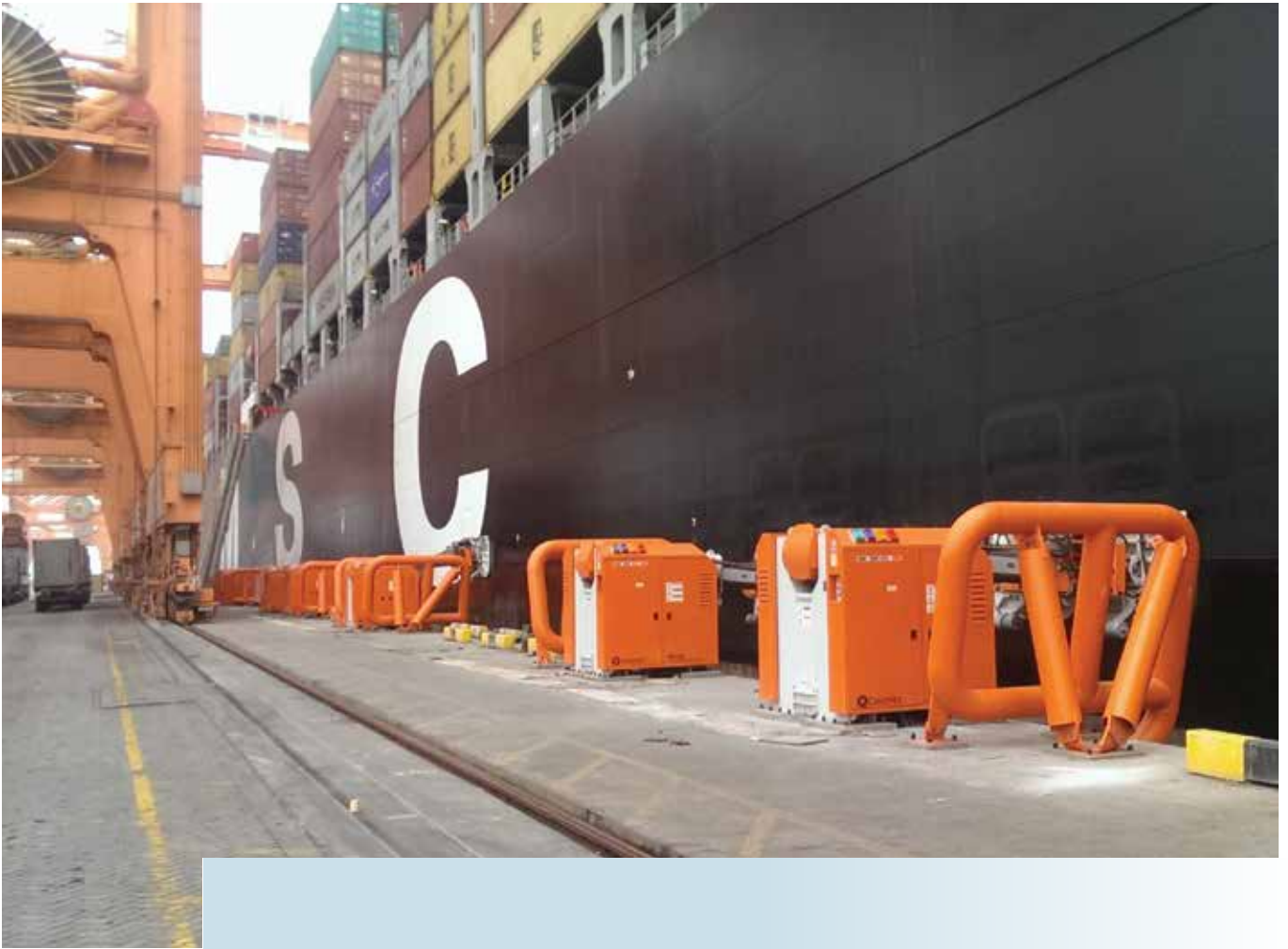


FOR INFORMATION, CALL JNPT HELPLINE NO. 18004190281

[www.jnport.gov.in](http://www.jnport.gov.in)

Follow us at :  / JNPORT  / JNPort  / JNPTPort





## Automate and electrify your terminal.

**MoorMaster™** automated mooring, **crane electrification system**, **shore power system**, and **Automatic Plug-in System** for E-RTGs: just some of our innovative technologies that ensure ports worldwide operate safely, efficiently and sustainably. We call this inspired engineering.







## No journey is too long, when the dreams are big

This issue of September 2018 is a milestone for us. We are now ten years old. When we began producing *Maritime Gateway*, we had few resources, but we were fueled mainly by dreams and inspiration. The resources followed, thankfully. We owe a debt of gratitude to the many people who supported us along the way.

When we take a look at our beginnings, there were fresh wounds of the global financial crisis of 2007-08. And then there was double whammy in the form of terror attacks on India's financial capital in November 2008 that shook the entire nation. During these troubled times, *Maritime Gateway* made an entry with the single objective to serve the industry with quality and reliable information that could aide industry leaders in a dynamically changing and challenging environment. Slowly but steadily the magazine, with the support of the trade evolved to become a single largest resource to voice the concerns of industry.

In the last decade India's maritime sector has made a quantum jump. Over the past decade ports have added capacities, improved their efficiencies, mergers and acquisitions, new regulations have come into place and finally we started moving into digital environment. Along the course *Maritime Gateway* has written articles that reflect these advances. For us being part of these interesting times were both exciting

and satisfying. We feel proud that we also played our own bit in all this.

This occasion not only affords us with an opportunity to proudly look back and reflect on what the magazine has accomplished, but also look forward and build on the strategies that will continue to drive its success. We continue to adapt and change in order to deliver best of the content.

We are fortunate to be part of the history that is being created by passionate people and organisations in this industry. The aims and scope of *Maritime Gateway* are much the same as at the time of its founding, though they have, of course, evolved.

I conclude with words of gratitude to members of our editorial board, authors, supporters and readers, who have supported the magazine through the years.

Anniversaries are also thresholds. Where will this threshold lead us? That will largely depend upon how the industry guides us!

A handwritten signature in dark ink, appearing to read 'Ramprasad'.

**R Ramprasad**  
Editor and Publisher  
ramprasad@gatewaymedia.in



This occasion affords us an opportunity to reflect on what the magazine has accomplished and build strategies that will drive its success.





## CONNECT WITH MARITIME GATEWAY



Now you can read your favorite magazine on the move.



Download Magzter app from android apple store



follow us on [twitter](#) @maritimegateway

### Editor and Publisher

R Ramprasad  
[ramprasad@gatewaymedia.in](mailto:ramprasad@gatewaymedia.in)

### Associate Editors

Omer Ahmed Siddiqui  
[omer@gatewaymedia.in](mailto:omer@gatewaymedia.in)

Sisir Pradhan

[sisir@gatewaymedia.in](mailto:sisir@gatewaymedia.in)

### Contributing Editor

Vijay Kurup

### Design Team

#### Sr Designer

Vijay Masa

#### Designers

Nagaraju N S  
Nadeem Ahammad

#### Research

Rakesh Oruganti  
[rakesh.oruganti@gatewaymedia.in](mailto:rakesh.oruganti@gatewaymedia.in)

#### Conferences

Meenakshi  
[meenakshi@gatewaymedia.in](mailto:meenakshi@gatewaymedia.in)  
+91 77029 50879

### Digital & Web

Susan Vengala, Manager-Digital & Web  
[susan@gatewaymedia.in](mailto:susan@gatewaymedia.in)

Swapna  
[swapna@gatewaymedia.in](mailto:swapna@gatewaymedia.in)

### Marketing & Sales

#### National

Satish Shetti, Manager – Sales  
[satish@gatewaymedia.in](mailto:satish@gatewaymedia.in)  
+91 99207 05534

#### South & International

Vinod G, Sr Manager – MarCom  
[vinod@gatewaymedia.in](mailto:vinod@gatewaymedia.in)  
+91 99498 69349

#### East

Nikhil Doshi, GM – Sales  
[nikhil@gatewaymedia.in](mailto:nikhil@gatewaymedia.in)  
+91 98369 96293

#### Events

Praveen - Asst Manager  
[praveen@gatewaymedia.in](mailto:praveen@gatewaymedia.in)

#### Administration

Madhukar – Manager  
[madhukar@gatewaymedia.in](mailto:madhukar@gatewaymedia.in)  
+91 93937 68383

#### Finance

C K Rao – General Manager  
Rakesh U

Sharmine Moss

Kishore P

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

Views expressed in the articles are those of the writer(s) and may not be shared by the editor or members of the editorial board. Unsolicited material will not be returned.

### Copyright

No material published here should be reproduced in any form without prior written permission from Gateway Media.

### Feedback

Readers are advised to send all feedback and comments to [editor@gatewaymedia.in](mailto:editor@gatewaymedia.in)

## EDITORIAL ADVISORY BOARD

#### Sabyasachi Hajara

Former Chairman, SCI  
Chairman Editorial Advisory Board

#### Joachim von der Heydt

Chairman, Bengal Tiger Line, Singapore

#### A Janardhana Rao

Managing Director, Indian Ports Association

#### Julian Michael Bevis

Senior Director, Group Relations, South Asia  
A.P.Moller-Maersk

#### Capt Deepak Tewari

Chairman, Container Shipping Lines Association (CSLA)

#### Anil Singh

Former Sr VP & MD, DP World, Subcontinent

#### Anil Yendluri

Director & CEO, Krishnapatnam Port Company Ltd

#### Adarsh Hegde

Joint Managing Director,  
Allcargo Logistics

#### P Jairaj Kumar

Chairman & MD, Ocean Sparkle Limited

#### Shardul Thacker

Partner  
Mulla & Mulla & Craigie Blunt & Caroe

#### Dhruv Kotak

Director, JM Baxi Group

#### Manish Saigal

MD, Alvarez & Marsal

#### Jasjit Sethi

CEO, TCI Supply Chain Solutions

#### Capt Dinesh Gautama

President, Navkar Corporation Limited

#### Capt Sanjeev Rishi

Advisor, Worlds Window Infrastructure & Logistics Pvt Ltd

#### Navin Passey

Managing Director, Wallem Shipmanagement (India) Pvt Ltd

## BLOCKCHAIN HYLOPHOBIA fear of the unknown



### SLS HYDERABAD REVIEW

38

#### Robust logistics infra for sustained growth

The session highlighted the need for a robust and integrated logistics infrastructure and how various stakeholders can contribute towards it.

40

#### Logistics and storage needs of pharma industry

Issues with cold chain logistics for pharma products, both during cold storage and during export/import were detailed and possible solutions were brought to the fore

42

#### Time and cost efficiency in logistics: Challenges in a landlocked state

Cargo shippers and logistics service providers deliberated on the logistics challenges and how they could be overcome.

44

#### Infrastructure and handling issues for pharma and time sensitive cargo

Leaders from cold storage, airport and pharma companies shared the platform to discuss the loopholes in the logistics cycle that need to be plugged

22

#### COVER STORY

Logistics and supply chain is the latest sector which is fast adapting and ready to experiment with its business model by implementing blockchain. The assurance from blockchain technology to find solutions to legacy issues and improve efficiency of existing business models has helped it to gain momentum. Every narrative has two sides to it, and can blockchain deliver what it promises?

#### INTERVIEW

28

#### UNLOCKING THE BLOCKCHAIN POTENTIAL

SOEREN DUVIER

MANAGING DIRECTOR (ASIA), BITA



#### OTHERS

08 News in Brief

14 Point Blank

16 Numbers & Graphs

18 News



## Supply chain costs. The only part of your business that shouldn't grow.

Whether you're big, small or in-between, your business can't run efficiently without a well-organized supply chain. Agility specializes in managed warehousing and distribution services to keep your operations lean and optimise performance. Discover how our systems, tools and people can cut costs by connecting you seamlessly to suppliers, vendors and customers.

**Logistics to connect your world**



[www.agility.com](http://www.agility.com)



## Abu Dhabi transforms former shipping containers into bus stops



Public transport users in Abu Dhabi will soon be taking the bus from a rather unique location. Many new bus shelters being built across the city will be housed in recycled

shipping containers, the Department of Transport said. It is part of a Dh35 million project by transport chiefs to build 100 new air-conditioned shelters in the city by the end

of the year. About 600 new shelters in total are planned across the entire emirate by 2020. Close to thirty of the 100 new shelters are already in use, while 20 are housed in shipping containers and these will be rolled out in the next few months.

Some of the shipping container shelters will be temporary but others are permanent and more could be installed if feedback from the public is positive. The containers can be installed swiftly and are about 40 per cent cheaper than building regular units.

## Mahindra Logistics reports Q1FY19 performance

Mahindra Logistics Ltd has reported impressive consolidated financial results for the quarter ended June 30, 2018. In Q1 FY19 compared to Q1 FY18, revenue was up by 9 per cent, from ₹852 crore to ₹928 crore; EBITDA was up by 52 per cent, from ₹29 crore to ₹43 crore; PBT was up by 60 per cent, from ₹23 crore to ₹38 crore; PAT was up by 61 per cent, from ₹15 crore to ₹24 crore; and EPS (diluted) was up by 57 per cent, from ₹2.14 to ₹3.36.

## Allcargo moves to monetise land bank

Allcargo Logistics will build warehouses and sell or lease them in order to monetise on its dormant land bank, taking advantage of the growing need of bigger, more efficient logistics facilities in the country and exploit lower lending rates in setting up such infrastructure. The company is in talks with two global companies to sell up to 25 per cent stake in this new venture.

The company aims to invest ₹3,000 crore in the next 4-5 years in setting up 15 million square feet of warehousing space, including ICDs, private freight terminals and build-to-suit warehouses for customers.

## New policy makes India a key port of call for cruise operators

Buoyed by a recent announcement by Shipping Minister Nitin Gadkari that the government plans to invest in cruise tourism and port infrastructure, operators are lining up to take a share of the huge Indian market. Tirun Travel Marketing, India representative of Celebrity Cruises and Royal Caribbean Cruises, has announced India-specific sailings on Celebrity Constellation. Asian cruise operator Pandaw is to devote two additional ships to India. Known for its cruises in South-East Asia, Pandaw plans to move in December one of its small river ships, RV Orient Pandaw, to ply on the lower Ganga. A second ship, RV Katha Pandaw, is to sail the upper Ganga, and take tourists to Varanasi.

## Mazagon Dock goes for IPO

Mazagon Dock Shipbuilders has received approval from SEBI to sell shares through an IPO. India's biggest warship builder currently has orders for building four P-15B destroyers, four P-17A stealth frigates and five Scorpene class submarines for the Indian Navy, valued at a combined ₹52,760.8 crore. The orders were awarded to Mazagon by the Ministry of Defence on nomination basis after issuing a limited tender only to the company. Mazagon, located in Mumbai, is India's only shipyard to build destroyers and conventional submarines for the Navy.



## Roads proposed under Bharatmala Pariyojana

The Minister of State for Road Transport and Shipping and Chemicals and Fertilisers, Mansukh L. Mandaviya revealed that the total length in kilometres of roads that have been proposed to be constructed under Bharatmala Pariyojana Phase-I is 34,800 km, including the balance NHDP works. The Minister added that 6,000 km of inter-corridor and feeder roads are proposed to be taken up in Bharatmala Pariyojana Phase-I.

**WAREHOUSING & DISTRIBUTION**

**TEMPERATURE CONTROLLED  
WAREHOUSING & TRANSPORT  
SOLUTIONS**

**CUSTOMS BONDED WAREHOUSING**

**FREE TRADE WAREHOUSING**

**E-COMMERCE FULFILLMENT  
SOLUTIONS**

**SUPPLY CHAIN  
MANAGEMENT  
& LOGISTICS  
SOLUTIONS**

**INTERNATIONAL LOGISTICS &  
FREIGHT FORWARDING**

**TRANSPORTATION &  
LAST MILE DELIVERY**

**PROJECT LOGISTICS**

**DEFENCE LOGISTICS**

**SUPPLY CHAIN CONSULTING**

**OFFSHORE LOGISTICS (OIL & GAS)**

**EXCEED**  
LOGISTICS

**REGISTERED OFFICE**

500, 5th Floor, Maxx Chambers  
Patigadda Lane, Begumpet  
Secunderabad - 500016

**Email:** [sid@exceedlogistics.in](mailto:sid@exceedlogistics.in)

**Phone:** 09100099800

**Web:** [www.exceedlogistics.in](http://www.exceedlogistics.in)

**EXCEED**  
LOGISTICS

A BRAND OF RAGHAVA WAREHOUSING & LOGISTIC SERVICES PVT LTD

### Colombo port cuts transshipment rates

The Port of Colombo has reportedly reduced its transshipment rates by 9.5 per cent. This follows India lifting cabotage restrictions in May, allowing foreign ships to operate on local routes to reduce the country's dependence on the neighbouring hub to transport cargo, and thereby bring down time and cost. Colombo has for long been one of the major container transshipment hubs for Indian cargo.

### Major ports to acquire stake in Dredging Corporation

In a meeting chaired by the Secretary (Shipping), Gopal Krishna, with Chairmen/Chairmen I/Cs of Major Ports recently, the disinvestment proposal of Dredging Corporation of India Ltd (DCI) was discussed and it was suggested that Visakhapatnam Port Trust (VPT), Paradip Port Trust (PPT) and New Mangalore Port Trust (NMPT), based on the availability of surplus funds with them, may strive to acquire shares of DCI given the linkage of dredging activity with the ports. A committee to understand the modalities in this regard has been constituted.



### IOC signs up US crude in 1st ever term-tender deal

Less than a year after first oil import from the US, Indian Oil Corporation signed up to buy crude oil from the US again through a term tender deal. IOC has signed a contract to buy 6 million barrels of crude oil under single tender for delivery in November 2018-January 2019 period. Currently, IOC buys crude from the US on a spot or current tender basis, which comprises one shipload of oil. It is expecting the first VLCC to be delivered to Vadinar in Gujarat in November and a second cargo at Mundra in December. A third shipment will come at Paradip in January.

### NMPT mechanises two berths



Of the two berths it proposes to mechanise, the New Mangalore Port Trust (NMPT) has initiated the process for one (berth 16), which is likely to be ready by January 2019. The Chairman of NMPT, M T Krishna Babu, said that around ₹430 crore was being

invested on the mechanisation of berth 16. It will have cargo handling capacity of 6.73 million tonnes per annum (mtpa). He added that NMPT will also take up the mechanisation of berth 14 for handling containers and other cargo. The port has issued a request for quotation for this project. This berth should be operational by March 2020, with the project expected to be awarded by the end of this financial year. Around ₹230 crore would be invested for the mechanisation of berth 14, the Chairman said.

### Balli logistics park to be fully operational by October

The MMLP at Balli station on the Konkan railway route which was thrown open for freight container traffic over two months ago has been witnessing steady movement of cargo. Concor manages the facility and is likely to make it fully operational by October. About 120 containers each weighing 30 tonnes of consignment have been dispatched from the facility over the past two months. Concor is working closely with Goa Chamber of Commerce and Industry (GCCCI), to attract more freight container traffic to the MMLP.

### Inland World Logistics offers 3PL services

Inland World Logistics is now offering 3PL Logistics services. IWL will offer supply chain solutions including multi-modal transportation, customs clearance, and door deliveries, along with superior warehousing and primary and secondary distribution services. At the heart of IWL 3PL Logistics Services will be their TMS, WMS, VMI -Warehouse Management System Software that will help to achieve logistics and scheduling objectives with effortless ease, by taking into account all the essential elements of logistics and building a stronger supply chain.

### Cabotage relaxation having a positive impact

According to analysts, transshipment of Indian cargo at ports in neighbouring countries has come down and the said volumes at Indian ports have increased. As per an estimate, there has been more than 40 per cent increase in transshipment at Indian ports in July 2018 over the previous month. A definitive positive impact of cabotage relaxation at Indian ports will be visible by the end of the fiscal, with substantial transshipment volumes expected in the next fiscal. The decision has even led to some neighbouring ports reducing their rates.

### Hey DeeDee forays into cargo logistics

All-women logistic company Hey DeeDee which till now had a fleet of two-wheelers for last mile deliveries, is now going to foray into cargo logistics. The company which had footprints in Maharashtra and Bengaluru is also eyeing operations in Uttar Pradesh and Bihar. Currently, anything ranging from groceries, furniture, medicines, homeware, apparels and food are being delivered across the length and breadth of the country.



# INDIA'S

PREFERRED & RESPONSIBLE  
MARITIME GATEWAY



## 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.

### FACILITIES

61,000 m<sup>2</sup> COVERED WAREHOUSING SPACE  
18,200 CBM LIQUID STORAGE CAPACITY  
5 OPERATIONAL BERTHS  
13.5 m DEEP DRAFT

3 MOBILE HARBOR CRANES  
3 RAILWAY SIDINGS  
PROPOSED PORT CFS  
MECHANIZATION

### CONTAINERISED SERVICE

FEEDER TO COLOMBO  
COMMENCING SHORTLY



#### REACH US

V. Krishna Kumar ☎ 9790771113 ✉ krishnakumar.v@karaikalport.com  
Susai Jebastein ☎ 9600123258 ✉ susaijebastein.r@karaikalport.com  
R. Bonson ☎ 9840768626 ✉ bonson.r@karaikalport.com



#### BULK SERVICES



#### CONTAINER SERVICES

S. Narayanan ☎ 9942171811 ✉ narayanan.sl@karaikalport.com  
C. Dharini ☎ 9500005583 ✉ dharini.c@karaikalport.com

## NEPAL



## Nepal jumps up 10 spots in LPI

Nepal has moved up 10 places to 114th position in the latest global Logistics Performance Index (LPI) report prepared by the World Bank. Out of 167 countries surveyed by the multilateral lending institution, Nepal's position has been improved in the LPI along with an improvement in customs procedures, trade logistics quality, tracking system and timeliness of delivery. This year, the country's LPI stands at 2.51 compared to 2.38 in 2016. The World Bank has been conducting the biennial survey since 2007.

## INDONESIA

## Logistics benefits from e-commerce

Indonesia's logistics industry will enjoy double-digit growth this year, thanks to booming e-commerce and a string of new bonded logistics centres. The industry will grow 10-12% this year, while e-commerce will expand by up to 30%. "E-commerce in Indonesia has driven express business growth exponentially for the last five years, with a lot of new express logistics companies launching," said Indonesian Logistics Association chairman, Zaldy Masita.

"The challenge is that there is little logistics standardisation in Indonesia, so it's very difficult to implement automation systems that could increase productivity."

## MYANMAR



## National Logistics Master Plan on the anvil

The Ministry of Transport and Communications, with help from JICA is drawing up a National Logistics Master Plan to supplement the existing National Transport Master Plan in Myanmar. Masayuki Karasawa, chief representative of JICA's Myanmar Office, presented the National Logistics Master Plan, which is expected to be launched within the year, at the Myanmar Infrastructure Summit 2018. The purpose of the plan is to create an efficient and competitive logistics system that supports multi-modal transportation in the country, which, in turn, will attract foreign direct investments and enhance industrial development.

## AFGHANISTAN



## Indo-Afghan trade looking up

Indian-Afghanistan Trade Relations are on an up-swing, despite few hiccups. The Afghanistan Chamber of Commerce and Industry stated that at present goods including carpets, fresh fruit and dried fruit and many other products, are being exported to India at vastly decreased rates. The Ministry of Finance of Afghanistan revealed that for goods headed towards India, exporters benefit from a 97% discount on customs tariffs – which is proving to be an enormous incentive to grow the export market to India. At Present, most of the 41 goods being exported to India are not

levied with customs duties and the Indian government is working on to decrease customs tariffs on their side as well.

## BANGLADESH



## Batting for transshipment through Indian ports



Container shipping lines and port operators are seeking a change in the bilateral coastal shipping agreement signed between India and Bangladesh to permit transshipment of Bangladesh cargo from Indian ports. The India-Bangladesh coastal shipping agreement covers only origin-destination cargo between the two neighbouring countries. "We have started discussions with authorities in Bangladesh to allow transshipment of their cargo from Indian ports," Capt Deepak Tiwari, Chairman of the Container Shipping Lines Association (CSLA), said. "Chittagong port in Bangladesh is heavily congested; so why not take advantage of that," he said.

## SRI LANKA



## PickMe sets foot into Sri Lanka

Sri Lanka's first and most innovative taxi hailing service PickMe has recently rolled out their newest service offering 'PickMe Trucks' through their award-winning smartphone

app. The new service will now make the transportation of heavy goods on-demand, much more convenient safer and affordable for individuals and businesses in Sri Lanka, with the feature being available at the tip of their finger.

The latest addition to PickMe's growing vehicle fleet comes in two categories – Light and Mover. The 'Light' category truck models come in 7 ½ and 8 feet sizes and it includes well-known lightweight models including 'Dimo Batta', 'Dimo Lokka', 'Yunimo Lokka', 'Tata Batta', 'Mahindra Maxximo', 'Tata super ACE' and Bolero.

## MALAYSIA



## Lalamove seeks to expand in Malaysia

After raising \$100 million (around HK\$780 million) in series C funding in October last year, Hong Kong logistics startup Lalamove has ventured into the Malaysia market, testing its services in Kuala Lumpur since June. The company recently officially kicked off its Malaysian operations, with plans to open new offices and expand the business. The startup aims to have offices in Johor and Penang in the next six to 12 months, adding to its main facility in Kuala Lumpur. According to Sik Hoe Yong, Lalamove's country director in Malaysia, the startup fleet has been able to complete deliveries in under 36 minutes for locations within five kilometers or less, after the firm began testing its services in the market.



# SPEEDWAYS LOGISTICS PVT LTD



## WHO WE ARE

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

## WHAT WE DO

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

## CUTTING EDGE

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

## MISSION

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

## VISION

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

## WHY SPEEDWAYS

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

## 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

**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.**

Your Trusted Partner For  
Warehousing & Distribution  
Of Your Products

**SPEEDWAYS**

*Shipping + Transport Operator + Warehousing + Custom  
Clearing + Crane Hiring & Allied Logistics Services.*

**Branches open in Nagpur, Mundra, Krishnapatnam, Delhi**

Office: P-66, Circular Garden Reach, Road, Kolkata - 700 043  
Phone: 2439-4587, 6724, 3473 | Fax: 91-33-2439 1417  
E-mail: [info@speedways.net.in](mailto:info@speedways.net.in) | Web: [www.speedways.biz](http://www.speedways.biz)

[www.speedways.biz](http://www.speedways.biz)





“ The Centre plans to make more attractive the petroleum, chemicals and petro-chemicals industrial region policy with the involvement of all stakeholders. The potential and investment opportunities in Andhra Pradesh, especially (Visakhapatnam-Kakinada) PCPIR region were very good due to good connectivity to the hinterland.”

– P. Raghavendra Rao  
Union Secretary, Department of Chemicals and Petrochemicals



“The first half of 2018 was shaped by clearly increasing fuel costs, higher charter rates and a slower than expected recovery of freight rates. For the remainder of the year, we see a slow but steadily improving market environment, but we recognise that there are still significant geopolitical uncertainties that could influence the market.”

– Rolf Habben Jansen  
CEO, Hapag-Lloyd



“India will soon become a global hub for manufacturing footwear to cater to growing demand. The government of India is formulating a strategy for greater coordination with states as well as trade bodies for the global promotion of India’s footwear industry.”

– Suresh Prabhu  
Union Minister of Commerce and Industry and Civil Aviation

“ Despite moderating perishable seaborne trade growth, continued modal shift will sustain expansion in the containerised reefer trade and, therefore, support freight rate development.”

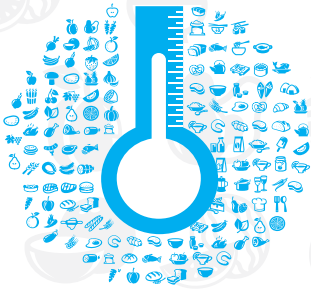
– Martin Dixon  
Director of Research Products, Drewry



“ In India, there are issues like high import duties on items, which would only make customers pay the price, instead of encouraging the local manufacturers. In my view, it is better to incentivise local production rather than penalising imports.”

– Jesper Brodin  
CEO, IKEA Group





# TCI Cold Chain

**FLOURISH YOUR BUSINESS**

*TCI Cold Chain aspires to bring Global standards in Temperature controlled logistics for discerning clients*

## COLD CHAIN WAREHOUSE MANAGEMENT

- 5400 multi temperature pallet positions
- Upcoming 7000 pallet positions cold chain warehouse across India
- Blast freezer upto -40 Degree C
- Humidity control for life sciences & healthcare



## REEFER DISTRIBUTION

- Temperature controlled distribution across India
- State of the art vehicles equipped with 3 X temperature control: Onboard, Data Logger & GPS for real time check
- Cater to high value and time sensitive cargo



Order Management



Monitoring/Control Panel



Soft Processing



State of art WMS



RF HHT



E-way Bill Management

## Sub Verticals in Cold- Chain Logistics



Fruits & Vegetables



Health- care



QSR



Chocolates



Dairy



Marine & Meat



Speciality

**About TCI :** • Moving 2.5 of India's GDP by Value of Cargo • 12 Million sq. ft. of warehousing space • 1400 online offices • Over 12000 Trucks in Operations • 6000+ Strong and Dedicated Workforce • Fleet of 6 Cargo Ships • CHA License • ISO Certified • Public Listed

A division of Transport Corporation of India Ltd.

TCI House, 69 Institutional Area, Sector - 32, Gurugram - 122 001, Haryana, India.

Tel: +91-124-2381603 | Fax: +91-124-2384085

Email: cc.mktg@ticscs.com | Website: <http://www.ticscs.com/cold-chain.html>

Find Us:

**THE PAPER TRAIL OF A SHIPPING CONTAINER**

How blockchain will help manage and track the paper trail of tonnes of millions of shipping containers across the world?

The ocean freight industry accounts for **90%** of goods in global trade. But transport remains highly dependent on a flood of paper that is never digitized.

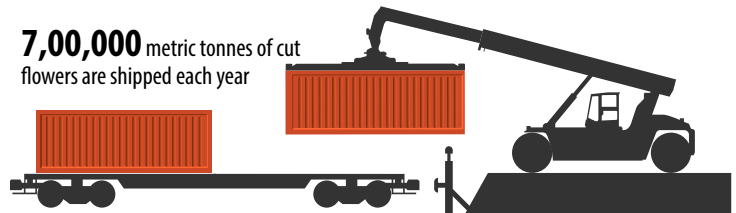


**SHIPPING FLOWERS OVERSEAS: THE JOURNEY FROM GROWER TO RETAILER IS COMPLEX**



The Value of the global flower trade industry is nearly **USD 105 billion.**

**7,00,000** metric tonnes of cut flowers are shipped each year



Shipping information must pass through many hands, increasing potential for delays in transport



One shipment can require sign-off from 30 unique organizations and up to 200 communications.



One lost form or late approval could leave the container stuck in port.



The entire process can take more than one month.

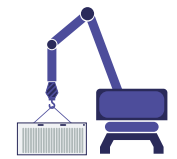
**IMAGINE IF THE SAME PROCESS WERE DIGITIZED USING BLOCKCHAIN**



The flower grower readies the product for international shipment. Shipment information is added to the blockchain.



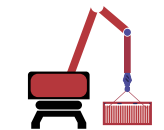
As the container awaits transfer to port, officials submit approvals electronically. Blockchain confirms the transaction and executes a smart contract, releasing the shipment.



The container is loaded onto the ship.



All parties have end-to-end visibility of the containers' progress through the supply chain



The container arrives at the destination port and clears customs



Retailer receives the flowers on time and signs electronically. Information is relayed back to the blockchain.



# WIDEN INTERMODAL HORIZONS

In an environmentally friendly way



Wide-span electric-powered cranes increase capacity, improve efficiency and eliminate local emissions. When upgrading your operating concept to the highest and most environmentally-friendly performance level, Konecranes is committed to be your reliable partner. Your expansion and investment will be well supported – now and in the future.

Contact us for SMARTER WHERE IT MATTERS container handling.  
Mr. Shyam Pathak  
Email: [shyam.pathak@konecranes.com](mailto:shyam.pathak@konecranes.com)  
[www.konecranes.com](http://www.konecranes.com)

**KONECRANES**<sup>®</sup>  
Lifting Businesses™



## Concor ropes in TCS to strengthen mobile app

In a bid to improve the quality of services offered by vendors for containerized movement of cargo at the first and last mile, Concor has roped in Tata Consultancy Services (TCS) to strengthen its mobile app to facilitate continuous reverse auction for the first time among vendors. Concor already has an app which provides continuous transportation visibility of booked containers to customers. This mobile app is now being upgraded into a complete logistics platform. It will be like any other platform such as Amazon or Uber.

## Maersk Line to restart operations in Maldives



Maersk introduced a weekly service between Colombo and Male that will also improve trade among countries in South Asia.

“Interestingly, around 90 per cent of Maldives trade is import driven and spear-headed by China, India and Sri Lanka. We believe that the weekly feeder service between Colombo, Sri Lanka and Male, Maldives will facilitate better trade in the region. Besides, we are now

equipped with better control and processes to handle these locations and thus will prove to be a reliable, convenient and time-saving service,” said Steve Felder, Maersk Line Managing Director for India, Sri Lanka, Bangladesh, Nepal, Bhutan and Maldives.

## Genma delivers Mobile Harbor Crane in India



In January 2018, Genma has delivered 3 units of Genma mobile harbor

cranes to PICT in India. Recently, the company has also got a new order for one-unit of Genma mobile harbour crane GHC100, also from India.

The latest delivery of GHC100, with diesel-electric drive and tyre-type undercarriage has maximum capacity of 100t and maximum outreach of 48m. It will be mainly used for coal handling at west quay 7 & 8 of Visakhapatnam Port. The machine will be delivered to the destination at the end of the year. Up to now, Genma products have been sold to 14 countries worldwide, including North America, South America, Middle East, Southeast Asia and South Asia. Moreover, Genma is expanding into more countries through its extensive sales network.

**FIATA**  
WORLD CONGRESS  
**26-29**  
SEPT 2018  
Pullman/Novotel Hotel,  
Aerocity, New Delhi, India

## YOUNG LOGISTICS PROFESSIONAL PROGRAM (YLP)



**BUSINESS ON THE MOVE**  
Making learning fun with business on the move, a Logistics game



### CRITERIA

- 1 Pre Registration is must
- 2 2 members per team
- 3 128 slots available



### CONTACT THE KONNECT

301-302, 3rd Floor, Good Earth City Centre,  
Sec- 50, Gurgaon Haryana, INDIA  
Tel: +91 8766236591  
Email: fiata2018@thekonnnect.in

[www.fiata2018.org](http://www.fiata2018.org)



eInvoicing | ePayments | eDelivery Orders | eVGM | eForm 13 | eHBL

# PIONEERS IN DIGITISATION

Award Winning Platform For Shipping Documentation

[www.odex.co](http://www.odex.co)

[support@odex.co](mailto:support@odex.co)

## OOCL reports increase in liftings and revenue per teu in first half



Compared to the first half of 2017, OOCL liner liftings increased by 6 per cent while load factor reduced by 3.1 per cent. Revenue levels per teu increased by 3.5 per cent. OOCL Logistics revenue and contribution for the first half of 2018 increased by 10.1 per cent and 13.7 per cent, respectively, compared to the same period last year. Profit increased by 113 per cent compared to the same period last year. The contribution from International Supply Chain Management Service increased by 5.5 per cent while contribution from import/export services increased by 20.2 per cent and is attributed to FCL, FFW, CHB, Depot and AFFW business growth.

## Hapag Lloyd connects west coast to east Africa

Hapag-Lloyd will further enhance its East Africa product by introducing the new East Africa Service 2 (EAS 2), which will directly link the Arabian Gulf and the West Coast of India with East Africa. Further connection to its global mainliner services will be executed via Jebel Ali. With effect from September, Hapag-Lloyd will enter into

cooperation with partners to become a vessel provider in an existing service connecting West Indian and Middle East Gulf ports to Mombasa and Dar es Salaam.

The port rotation will be as follows: Nhava Sheva - Mundra - Khorfakkan - Jebel Ali - Mombasa - Dar es Salaam - Nhava Sheva. EAS 2 will connect to numerous Hapag-Lloyd mainliner services at Jebel Ali, offering competitive lead times between global markets. It will continue to offer a wide range of hinterland connections, such as Burundi, Congo D.R., Rwanda, Uganda and Zambia via gateways of Mombasa and Dar es Salaam.

## Maersk Line moves break-bulk cargo from South India to China



Maersk Line has created a new record by successfully moving the largest ever break-bulk cargo, at 103 feet in length and weighing over 16 tonnes, from Krishnapatnam to Tianjin, China. The cargo, comprising windmill blades, was moved on Maersk Line's Chennai Express weekly service using 13 flat racks. This is the first time ever that break-bulk cargo of this size has been handled by Maersk Line in South India. This delicate shipment meant for wind farms was time-bound cargo and had to be loaded on to an earliest available vessel.

## SCI's first container vessel calls at Haldia



For the first time ever, Shipping Corporation of India deployed its own container vessel at the eastern ports of Haldia and Kolkata by docking her flagship vessel m.v. Lal Bahadur Shastri at Haldia.

The vessel, of LOA 188.7 m, breadth 28.4 m, DWT 28,803 MT with 1,869 TEUs capacity, is one the biggest containerships to have called Haldia/Kolkata. An exchange of 1,048 teus was made on her maiden voyage. The J. M. Baxi Group's Haldia International Container Terminal (under O&M contract with HDC) is fully geared to efficiently handle bigger vessels with integrated vessel and yard operations and best-in-class equipment backed by professional staff working 24x7.

## COSCO's takeover of OOCL

Following COSCO's completion of its takeover of Hong Kong's OOIL, parent of Orient Overseas Container Line (OOCL), the two will operate a combined fleet of around 400 vessels, totalling 2.7 million teus, which will grow with the 19 vessels on order, boosting capacity to 2.93 million teus by the end of the year. The combined operator will be the third largest in the world.

Both lines will make their own decisions on rates based on their own business strategy/policy and characteristics of respective products and maintain their own pricing and approval systems. The pick-up and use of containers will be easier for customers through measures, including centralised procurement, interchanging use of containers and so on.

## IWAI launches new portal

The Inland Waterways Authority of India (IWAI) has launched a dedicated portal to connect cargo owners and shippers with real time data on availability of vessels. Named as the Forum of Cargo Owners and Logistics Operators (FOCAL), the landmark e-connect measure will enable direct interaction among the vessel operators, shippers and cargo owners as currently there is no platform to know the availability of vessels in the market. The initiative will help in improving the tracking of cargo on inland waterways. It has been designed and developed by the in-house IT Department and Traffic Wing of IWAI as part of its preparedness for optimal use of its ongoing capacity development on various National Waterways. FOCAL will facilitate responses from the logistics operators against the requirement raised by cargo owners and vice versa.



# Experience the progress.



## Port Equipment

- Extensive product solutions for all types of material and for every port
- Sophisticated training simulators for a wide range of crane types and scenarios
- Proven Liebherr quality and full support for our products and services - worldwide

**BLOCKCHAIN  
HYLOPHOBIA**  
**fear of the  
unknown**



Logistics and supply chain is the latest sector which is fast adapting and ready to experiment with its business model by implementing blockchain. The assurance from blockchain technology to find solutions to legacy issues and improve efficiency of existing business models has helped it to gain momentum. Every narrative has two sides to it, and can blockchain deliver what it promises?

Sisir Pradhan

**T**here is a lot of hype and enthusiasm around blockchain technology, and it is fast expanding its presence across verticals in various sectors. From government to private organization, farming to aerospace, transportation to healthcare, the popularity of blockchain is constantly on the rise. The success story scripted by e-commerce sector, and peer-to-peer ridesharing and taxi aggregator models have shown the way how technology can work as a great enabler to overcome physical infrastructure challenges in complex and difficult markets like India. The reason for which without physical presence these business models have been successful is traceability and trust which has helped them to retain customers.

Sectors like logistics and supply chain that have been battling with legacy issues and inefficiency due to various direct and indirect interventions, seem to have found a roadmap to overcome all woes through blockchain. Due to lack of mutual trust among various stakeholders in the logistics sector and hesitation to operate in a transparent and open environment, the outcome has been duplication of information at various levels making it difficult to implement traceability model at times when something goes wrong during transit of goods. The assurance of blockchain model to overcome these difficulties has earned itself lot of fan base even among government agencies which traditionally hold a conservative approach to change. Logistics and supply chain is ready to experiment with its business model by implementing blockchain technology.

#### **Is blockchain the key!**

**Blockchain Council** sees lot of potential in logistics by enabling the technology. The reason for which logistics sector has pinned great interest in blockchain model is due to the enhanced security benefits of blockchains that could potentially save corporations billions of dollars every year, explains the council. Additionally, blockchains help ensure that products that are received by the end user are tamper-proof. A blockchain is nothing but untamperable repository of data, and it is the very reason for which government and private entities are keen on it. In simple terms, a blockchain is

like the safe deposit of a bank locker, which requires keys of the banker and the customer to open it. To change any information stored on the ledger (read blockchain), all the members involved in maintaining the ledger have to agree to make the change. Hence, it creates a model which requires trust and exchange of information which has been so far missing in the logistics space. **Blockchain Council** interprets the platform to be provider of better transparency, enhanced security and greater scalability.

#### **Can it work!**

Indian logistics sector prefers to work in silos, and the fear that information shared by one might be passed on to a competitor has compelled organizations from sharing data. The question arises in such an environment can blockchain model make a mark in India since blockchain stresses on open and uniform platform and sharing of information.

**John C. Monarch, CEO & Founder, ShipChain**, a decentralized supply chain and logistics platform that is



leveraging on blockchain technology, explains, "In many ways, blockchain is the perfect antidote for 'emerging market inefficiencies'. For example, using ShipChain's open schemas for describing shipments, vehicles, operators, cargo and document types (and an open document retrieval protocol for reading/writing data with granular permissions), everyone who is authorized to see the shipment data has access to the complete picture. They can see where the shipment was delayed or lost, how long and where it was warehoused during transit, how long it traveled between handoffs, and other critical shipment data."

There's no way to fabricate the data, like there is with pen-and-paper, so if shipments are consistently being held up by a certain company, shippers can penalize them. The same principle applies to problematic routes, border crossings, and other bottlenecks. The platform empowers logistics managers to make smart decisions and eliminate inefficiencies by pinpointing their pain points and pointing towards solutions.

Companies operate in silos because



they are protective of their sensitive data, and other proprietary information. It gives their business a competitive edge. It is the very reason which makes blockchain attractive in logistics industry, elaborates Monarch. Blockchain allows companies to collaborate without putting their sensitive data at risk by means of giving the freedom to organizations to set their terms. Companies share only the information which they have agreed to beforehand and can only share it with authorized participants of the specific shipment. Due to which it promotes collaboration, which results in improved outcomes. Second, it rewards efficient companies. In the conventional model, companies are able to get away with sub-standard operations because their customers are not able to know the cause for any delay or mishandling of a consignment. But blockchain model would make companies more accountable. Due to the traceability, if a time-sensitive shipment is stuck in a warehouse somewhere, the shipper would know about it. In a transparent environment, if the industry standard is fully visible across the supply chain, companies will adapt and improve their services to attract customers.

It is apt for anyone to ask why do the freight forwarding industry need blockchain. A normal supply chain system can also do the same thing! Answering to this perennial question, **IBMBlockchain** explains, "The thing that differentiates a blockchain supply chain and a normal one is the consensus that must be reached between all parties involved. So if one person says something changed and the other two parties disagree, the ledger isn't changed since there wasn't a consensus."

One might think that turnover time will increase to get the consensus of all participants of a blockchain, but since it's all done digitally and doesn't require human interaction so the process will remain well within control and delaying party will be answerable.

#### Examples where blockchain made a mark

**Stefan Kukman, CEO, CargoX**, explains that the technology itself - if public blockchain networks, such as



Ethereum Network, are used - provides an immutable, secure, reliable, and unhackable infrastructure for gathering, transferring, and analyzing global and local data of any kind. All partakers can be sure that nobody else could tamper with the data itself, as the public blockchain is the safest technology to transfer and safeguard data.

In other cases, such as for example the CargoX Smart B/L™ blockchain-based Bill of Lading enables to create and transfer the ownership of Bills of Lading with the help of public blockchain to other partakers on the other side of the globe within minutes, without the need to use expensive and slow courier services. And the document itself is safely stored and encrypted, and the blockchain provides the functions of having the ownership of the document stated clearly and irrevocably.

#### Barriers to widespread Blockchain adoption

Lack of standardization is one of the major hurdles for the wide spread adoption and realization of the true potential of the blockchain. Being a new and evolving technology, blockchain is yet to establish its proven track record tested over a long period of time. While many are talking about the expected prominent impact it will have, blockchain's power is still uncertain. At the same time, the blockchain market has very few standards or industry specifications for the adoption and use of the technology and hardware.



**Soeren Duwier, Managing Director (Asia), BiTA** explains that for blockchain systems to succeed, all

constituents of a blockchain must agree to the characterizations of their data. For example, what details will every bill of lading, proof of delivery or invoice contain? And what actions should trigger if data is missing or not validated? Developing and maintaining the software and hardware required to run blockchain technology is expensive. Additionally, companies need technically qualified people to run blockchain technology, which can be a significant cost, especially for small- and medium-size businesses.

Legacy system integration is

another grey area to implement blockchain. Companies must integrate blockchain technology into their legacy systems. According to Nasdaq.com, "Many organizations are reluctant to make a move to blockchain solutions because of the meticulous planning, time and money that would be required to achieve successful company-wide implementation."

Stefan Kukman, CEO, CargoX further underlines the threat that if a company uses the public blockchain - as opposed to using "private blockchain" that can be tampered with by the centralized owner! - the takeaways are really great: the public transactional infrastructure lowers the need to implement corporate servers and administrators, it provides great data security by default, and the data archive is always available to the parties authorized to view it. The immutability of the public blockchain also means that it is never offline, always operating at the optimal pace ensured by the technology design. Transactions take place in a reasonable amount of time.

Among the risks and difficulties, the major one for sure is the risk of "not owning" the infrastructure, which sometimes can clash with corporate policies - but those who trust the cloud services, must also trust the public blockchain. There is also the risk of trusting a private blockchain, as this basically can mean that one single company owns the complete infrastructure, and this might enable it to manipulate the data or tamper with the infrastructure itself as the company sees suitable.

Improvements are easy to make, when you have a database that is always valid and where events are time-stamped with great accuracy. So, in theory, if you implement a blockchain-based platform, everybody who is authorized can see where the bottlenecks form, and help optimize workflows so that the processes run with greater speed and smoothness. Having such great all-round transparency can always be an issue and there might be partakers who do not want that implemented, but in general companies and other institutions can benefit greatly from having such 360°-overview of their processes.

**What about those who work in silos**



NAVAYUGA REAL

NAVAYUGA REAL

# The art of being really thoughtful

Table Space is a network of workspaces designed to enhance experience and elevate human productivity at work.

Designed around enhancing employee experience and reducing costs required to build and run traditional offices, Table Space locations provide you with every amenity and service you would ever need in an office. Table Space locations are fully furnished, fully serviced, IOT and Technology enabled offices designed for companies who need either 10 or 1,000 seats.

At Table Space, we are creating the world's most productive and most flexible working environments. We call it WAAS – workspace as a service. Like SAAS as transformed the software industry WAAS will be the next revolution in the office industry. Our technology and designs are focused on factors that enhance human productivity. We have developed a new technology to manage productivity called "Table Space Climate". Table space climate is a device to real time measures temperature, CO<sub>2</sub>, humidity and occupancy across our offices.

A managed workspace is an individually tailored workspace solution managed by a single provider from start to finish. From fully furnished offices with complete solutions for safety security, compliance, utility bills, conferencing technologies etc.



Table Space  
5th Floor, Navayuga Vizva  
24-64/70, Gachibowli-Miyapur Road  
P.Janardhan Reddy Nagar, Hyderabad  
Telangana 500081



For any enquires please Contact  
Pankaj Nath  
City Head – Hyderabad  
Cell : +91 98456 79795  
Email : [pankaj.nath@tablespace.work](mailto:pankaj.nath@tablespace.work)

Blockchain seems to have something for the companies who want to work in silos. Every silos can implement their own blockchain-based solution and the management can always gain better transparency and visibility of their Key Performance Indicator (KPIs). What the blockchain itself brings, is that the data can never be tampered with. Also, every silos does need to connect with other entities through various processes - and these processes can always be blockchain-based.

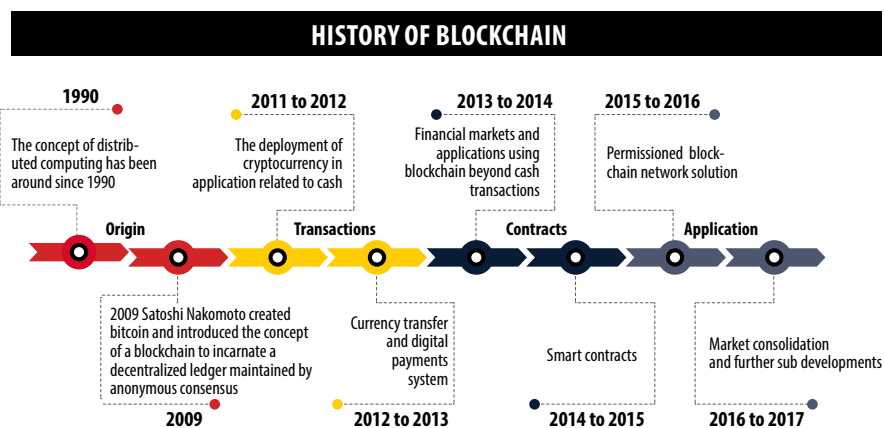
### Blockchain hylophobia

At this juncture, one can only speculate whether an open and transparent platform like blockchain can actually be widely accepted across the industry. Bitcoin is another example operating in the lines of distributed ledger model, and the hype around bitcoin is still resounding. Owing to the speculation, the Indian government stamped it illegal to trade bitcoin in the country. A little learning is a dangerous thing, and lack of clear understanding can make things worse.

Since industrialization, the last couple of decades have witnessed fastest evolution of technology. The lifespan of even the newest technology is getting shorter, and many innovations have become obsolete even before one realizes it.

Whenever a new technology comes to the market, and assures of taking care of prevalent challenges, it creates lot of excitement. As they say, first mover takes it all! So it finds lot of takers but there are certain sections of the market who have hylophobia about new innovations. The first obstacle for blockchain developers will be to clear the air of doubt about its capability. Unless it finds the mass market acceptance, it will be difficult to get the desired and holistic results. The logistics sector will continue to operate fragmented. But mass acceptance could only be achieved, when there is greater awareness about the benefits and challenges of moving onto a blockchain eco-system.

At the moment in developing markets like India where still lot of the process related to freight forwarding is done in bits and pieces and paper and manual intervention is the norm of the industry; it is going to be a herculean task to implement blockchain model on mass scale.




The freight forwarding industry lacks standardization and so do with blockchain as well. Various companies are developing blockchain platforms and it is very much required to introduce standardization on global scale. Since blockchain is in the initial stage, so it would be much easier to bring everyone on board than at a later stage. It could only be possible by bringing all blockchain developing firms under the supervision of one umbrella organization.

In the early 90s when Internet was not accessible to all and the understanding was even lower, it had very limited spheres of productivity. The real change came when internet became accessible to a whole lot of people and now it has reached a level where it has far greater implications on the society at large and has changed the way business and living is done. If blockchain needs to get the desired results which it propagates, the understanding of the technology needs to spread much beyond CIO and CTOs and the incubation centers.

Blockchain is yet to prove its deliverables, and a large part of its capability needs to stand the test of time. In such circumstance it would be inappropriate to claim that blockchain is the solution to all inefficiency woes faced by freight forwarding sector. So instead of getting all the processes moved onto the blockchain bandwagon, it would be wise to go in a phased manner. And blockchain developers should keep this in mind. Gradual building of confidence has far greater and far reaching implication. Successful companies can be even more successful by using innova-

tive technologies like blockchain but it is ok to ignore it if it doesn't have understanding of the technology. Instead of losing out by getting onto an unchartered territory, it is wise to stay out of it. But companies also need to keep in mind that gradually everything is moving onto the online platform and one can't stay relevant if it continues to ignore it. So those who are averse to innovation must be alert of development taking place in the blockchain space before it becomes too late for them to catch up with competition.

Before jumping onboard a blockchain platform, freight forwarding companies first need to hire the right resources to understand the model first. In India use of technology and spending for R&D and innovation is almost non-existent, so in such case one couldn't reap the full benefit of blockchain if they don't have the understanding of it. If technology and innovation is not in the DNA of a company, it must first develop it then move onto the next level. The technology companies that offer blockchain platform, the freight forwarding companies which are going to be part of it and the end users be it shippers or anyone else in the value chain need to carefully tread on a territory which is new to them and there needs to be space for accommodating little bit of exception.

Applying innovative technology to do business or doing business through innovative ideas and business models, or using both of it; in either of the cases companies can be successful. Now it is up to an organization what it chooses! 



# T.P. Roy Chowdhury & Co. Pvt. Ltd.



**With the compliments of**

**T.P. Roy Chowdhury & Co. Pvt. Limited**

53B, Mirza Ghalib Street, 1st floor, Kolkata - 700 016

Phone: 4020 7999 (Hunting line) 2229 5624, 2226 7123, 2217 1981 / 0820

Fax: 91-33-4020 7900, 2217 1552

# Unlocking the Blockchain potential

Blockchain may have as much potential as Artificial Intelligence. Be it tracking assets or managing records, Blockchain creates a transparent and efficient system for the logistics industry, reveals Soeren Duvier, Managing Director (Asia), BiTA



**Q** How blockchain is evolving in logistics sector? Can you share some examples where blockchain has made a significant mark for a logistics company or industry?

**A** The Blockchain in Transport Alliance (BiTA) is a consortium of the foremost leaders in the supply chain forging a path towards industry standards in blockchain use. All companies and organizations within BiTA share a unified mission of developing a standard framework. The BiTA Standards Council provides a forum specifically to develop industry standards and best practices. Its focus is on data formats and interoperability of blockchain platforms. It is a separate industry group governed by a standards board. The Council is developing industry standards that: improve trust and enable transparency in the supply chain; and drive technological efficiency. While not defining a single technology solution, BiTA will seek interoperability and compatibility between solutions used across the supply chain. BiTA standards will be open source and royalty-free.

**Q** What are the benefits of adapting blockchain technology?

**A** Blockchain technology may have as much potential as artificial intelligence, which is competing for research and investment Dollars. Blockchain can create transparency in all documents and transactions across

the freight landscape, increasing the efficiency, agility and innovation of supply chains.

Blockchain technology is particularly adept at simplifying complex and fragmented processes such as records transactions, tracks assets and creates a transparent and efficient system for managing all documents involved in the logistics process.

Blockchain is a distributed ledger that digitally records transaction history between parties. Information gets stored in blocks of data that are “chained” together. Each data block added to a chain is date-stamped, unique and encrypted, which makes it unalterable. Information in a blockchain can’t be hacked or counterfeited and is immediately “trusted,” and therefore, accepted by anyone with access to the chain. Blockchain technology helps companies implement smart contracts - computer code hosted on a blockchain that defines and executes the terms of an agreement between parties.

Barriers to widespread Blockchain adoption are lack of standards, cost, legacy system integration, maturity, among others.

**Q** How can adoption of Blockchain in Indian logistics sector be promoted?

**A** Logistics companies will need to give their specific reasons for adopting and using (or not) block-

chain. Experts agree that one factor necessary for the advancement of blockchain technology within the logistics industry (in any country) is the creation of standards. Now, BiTA is the vanguard of the movement leading blockchain standards creation in the transportation and logistics industry.

The drive to enact worldwide blockchain standards brings to mind the creation of another set of standards that transformed an industry in the 1960s - Electronic data interchange (EDI) standards developed by the U.S. transportation industry laid the foundation for secure communication between different computer systems. The EDI standards would eventually transform how banks communicate with retailers - a platform that allowed quick and simple data exchange.

With thousands of companies eager to develop and promote blockchain technology in logistics, BiTA is investigating use cases and developing a common framework for which the industry can build revolutionary blockchain applications.

While it’s difficult to predict exactly when the logistics industry will experience wide-scale blockchain adoption, BiTA invites logistics companies in India to contact the organization and explore membership and participate in setting of standards and other activities undertaken in the organization. [iTB](#)



# Leave it to the Experts

Handle all your risks that can be covered from insurance

**Insurance  
Solutions**

**Claims  
Management**

**Portfolio  
Management**



**Ntrust Insurance Broking Services Pvt Ltd**

(License No. IRDAI/CB/470/16)

Corporate Office : No.V-1, 6-3-652, Dhruvatar, Somajiguda  
Hyderabad-500 082. Tel: 040-2332 6433

BRANCHES

MUMBAI | VIJAYAWADA | BHUBANESWAR

[www.ntrust.co.in](http://www.ntrust.co.in)



# WINNER OF THE

# DECADE

## PORTS & TERMINALS

### 2008

- JNPT achieves 4.2 million TEUs landmark in 2007-08
- Mundra Port SEZ signs MOU with Japan's Nippon Yusen Kaisha and Wallenius Wilhelmsen Lines of Norway to set up automobile terminal.
- Chennai Port signs deal with Belgium-based Port of Zeebrugge for co-operation in various maritime transportation, port development and sister ports.
- Hamburg Port launches India Week service
- Fresh port operator, Port of Le Havre signs deal with Seahorse Ship Agencies to expand its presence in India.
- Nissan signs MOU with Ennore port to export cars
- Mumbai Port signs a sister port agreement with Marseille Port of French to strengthen cooperation between the two countries
- Concor launches web-based container tracking system

### 2009

- Chennai Port Trust started work on its crucial connectivity link – a 19-km road flyover between the port and Madhuravayal on the outskirts of the city.
- Paradip Port inaugurated its new dry dock built at a cost of ₹18.5 crore.
- 3i India Infrastructure Fund picked up a minority stake in Krishnapatnam Port Company Ltd. which operates the Krishnapatnam port in Southern Andhra Pradesh.
- Safeexpress Pvt. Ltd. launched its state-of-the-art logistics park in Gurgaon in an area of 1,95,000 sq.ft.
- Work on Offshore Container Terminal Project off Mumbai Port begins.
- Sical Logistics Ltd. signed a MoU with Japan's Mitsui OSK Lines Ltd. to operate the automotives management yard at Ennore Port.
- Sical Logistics signed an agreement with the New

Mangalore Port Trust to set up an iron ore handling facility.

- Deccan 360, a company that offers a low-cost express cargo solutions pioneered by Capt. Gopinath, was launched.
- Allcargo Global Logistics Ltd. commenced 3PL division to add value to supply chain logistics.
- ABG Shipyard sold 8.27 per cent stake in Great Offshore, almost its entire holding in the company.

### 2010

- JSW Infra sells 10% stake to Eton Park Capital Management for investment of \$125 million in the company
- TCI and CONCOR announce commencement of operations of their joint venture Infinite Logistics Solutions Pvt Ltd (ILSPL).

### 2011

- JNPT and Venice Port Authority sign a MOU for maritime cooperation
- The World Bank signs a \$975-million loan agreement with the Indian government to set up the Eastern Dedicated Freight Corridor
- ONGC undertake a project of ₹25 crore to build a 50-km road from Ashuganj river port in Bangladesh to Agartala and develop the port
- Krishnapatnam Port increases its draft to 17.5 metres.

### 2012

- DP World announces that it has been chosen by JNPT to build and operate a single berth facility alongside its existing terminal operation at Nhava Sheva



The year 2018 is a major milestone for the Indian maritime and port sector as it witnessed some path breaking policy decisions being taken which will have far reaching impression on the industry. But it has not been an easy journey for the sector to reach the point where it is today, witnessing never seen before curiosity among policy makers and investors at large both in the domestic as well as international front. Some collective and continuous efforts by the industry leaders over the years has helped to reach this far. Today, the Indian logistics sector has got the recognition of an industry and the port sector is one of the most vibrant in the world. Maritime Gateway has been fortunate enough to be part of the steady journey of the trade and has chronicled each and every development that the sector has witnessed in the last decade. In this anniversary celebration edition, we scramble through some of our old copies to create a collage of events that defined the future course of Indian shipping and port sector.



south asia's premier maritime business magazine

**maritime gateway**

# 10<sup>th</sup> Anniversary Celebrations

## 2014

- New container terminal with a capacity to handle 6 lakh teu commissioned at V.O. Chidambaranar Port.
- Dakshin Bharat Gateway Terminal commences operations at V O Chidambaranar Port.

## 2015

- Kandla Port Trust (KPT) is undertaking several measures including expansion of jetties, revision of rentals on storage and achieving higher discharge rates to reach 180 million tonnes of handling capacity by 2020.
- Kakinada Container Terminal formed with an initial annual container handling capacity of 200,000 teu.
- APSEZ commissioned a bulk terminal at Tuna Tekra near Kandla Port.
- APSEZ constructs new terminal at Ennore Port. The first phase includes 400mts quay, draft of 15mts, 4 rail mounted quay cranes, 12TRGs. It has a berth line of 730mts.
- Paradip International Cargo Terminal develops multipurpose berth to handle clean cargo.
- Prime Minister Narendra Modi Inaugurated the first phase of Rs.7900 crore fourth terminal at JNPT.

## 2016

- Mumbai Port Trust commissioned its second liquid chemical berth at Pir Pau.
- Gopalpur Port located near Berhampur in South Odisha on the East Coast re-commissions operations.
- A new multipurpose general cargo berth constructed by Alba Asia Pvt Ltd at Visakhapatnam Port commences commercial operations.
- APSEZ transforms Mundra Port into a regional transshipment hub.
- Gangavaram Port commissions four new berths to increase its handling capacity to 64 million tonnes.

## 2018

- Adani Ennore Container Terminal at Kamarajar Port commenced operations
- H-Energy Gateway Private Ltd launched India's first FSRU-based LNG terminal at JSW Jaigarh Port.



# ICDS/CFS/SEZ

# INLAND WATERWAYS AND COASTAL SHIPPING

## 2009

- Arshiya International received formal approval from the Board of Approvals of SEZ for setting up a FTWZ in Mumbai.

## 2014

- ICD-cum-logistics park in Nagpur spread over 72 acres developed by Vikram Logistics.

## 2015

- Kandla SEZ becomes Asia's first Export Processing Zone and India's largest multi-product functional SEZ.
- Gateway Rail Freight Ltd constructs its fourth ICD at Viramgam, near Ahmedabad in Gujarat.
- Baddi in Himachal Pradesh got the state's first dry port with the inauguration of ICD set up by Concor.
- J. M. Baxi Group's Delhi International Cargo Terminal (DICT) at Sonapat (Haryana), is now fully operational.
- VPL Integral has set up a CFS in Kanithi village, near Gangavaram Port, at a distance of about 22 km from Visakhapatnam Port Trust.

## 2016

- Schenker India Pvt Ltd has opened its biggest warehouse in India at Bhiwandi.
- Uttarakhand gets its first MMLP jointly developed by Concor and SIIDCUL.
- Snowman Logistics Ltd inaugurated its new temperature-controlled warehousing facility at the Gateway Distriparks Logistics Park at Krishnapatnam Port.
- Coldman Logistics constructs a new temperature controlled warehouse in Sri City.
- Gati Kausar launched its first temperature controlled warehousing facility near Delhi on National Highway 8.

## 2017

- Adani Logistics Ltd has setup a MMLP at Kila Raipur of Ludhiana district in Punjab.

## 2018

- APM Terminals inaugurates its first state-of-the-art cold storage warehouse in India.

- Union Shipping Minister Nitin Gadkari flags off cargo movement on the Pandu-Dhubri route along the Brahmaputra.
- SCI Mumbai V386 of Shipping Corporation of India called at Kandla International Container Terminal, marking the first coastal service call into Kandla.
- IWAI launches Dedicated portal for cargo owners and shippers
- NTPC starts using inland waterways for moving flyash

# SHIPPING

## 2009

- Shreyas Shipping, with its vessel OEL Victory, joined the Indian Flag Alliance that caters to the feeder requirements of both exim and domestic trade along the Indian coast.
- MOL announces opening of a wholly-owned subsidiary in India, MOL Auto Logistics (India) Pvt. Ltd., to handle automobile movements

## 2012

- COSCO and China Shipping (CSCL) have joined to provide full coastal service from the provinces of Shantou in the north to Guangdong in the south, linking up to Fujian

## 2014

- Hapag-Lloyd and CSAV complete the merger and become the fourth largest container liner shipping company in the world.
- APL, Maersk and OOCL have formed a new cooperation on three existing Far East services.

## 2015

- CMA CGM and HAMBURG SUD expand cooperation

## 2016

- CMA CGM acquires Neptune Orient Lines (NOL) resulting in a combined fleet of 563 vessels and a global market share of 11.5%.
- Sima Marine India Pvt Ltd has launched coastal container shipping services in India.

## 2017

- Maersk acquires Hamburg Sud.
- 2M Alliance inks agreement with HMM for change of freight spaces and purchase of freight spaces on east-west route services.
- The first ship under Indo-Bangla coastal shipping agreement sails from Chittagong Port to Krishnapatnam Port.

## 2018

- Mitsui O.S.K. Lines (MOL) and Nippon Concept Corporation (NCC) form alliance.
- Ocean Network Express Pte. Ltd (ONE) commenced operations with a fleet of 250 vessels operating on all major trade lanes.





REGULATORY  
ENVIRONMENT

## 2008

- In the event of the Mumbai terror attack, Shipping Ministry orders special audit of security at all major ports. Security beefed up at all ports with implementation of vehicle tracking system and other security measures
- Indian PM Manmohan Singh calls for focused regional co-operation between south and south-east Asian countries in maritime transportation

## 2009

- Finance Ministry announced to clear the outstanding subsidy to the shipbuilding industry for the orders that were confirmed before August 14, 2007.
- Foreign flagged cruise vessels to call more than one port in India.
- CONCOR signed JV with NYK Line to set up a company to provide end-to-end car transportation services to automobile manufacturers with focus on rail-based transportation.
- Government of India approved Cruise Shipping Policy.
- Ministry of Shipping announced the proposal to introduce a regulator for major ports through Major Ports Regulatory Authority Act 2009.
- Government of India proposed to waive the stamp duty for developers of SEZs on land purchases within the notified area for non-core activities.
- Government announced takeover of the Hindustan Shipyard in Visakhapatnam to build military vessels for the Indian Navy.

## 2010

- Navayuga Engineering Company Limited signs MoU with the Government of Odisha for developing a multipurpose port at Astaranga
- The Union Government is working out modalities for implementing a coastal shipping policy for the benefit of maritime industry
- Shipping ministry has tied up with ISRO to develop a low cost satellite to monitor ships and small fishing vessels in the Indian waters

## 2012

- Shipping ministry drafts another set of guidelines to fix tariffs for ports
- ClassNK, a leading classification society for rules and guidance for the survey and construction of ships, releases new rule amendments in order to incorporate the latest R&D results and feedback from damage investigations

## 2014

- Centralized Web Based-Port Community System implemented at all major ports including Ennore and six non-major ports namely Mundra, Pirpavav, Dahej and Cuddalore at Chennai, Krishnapatnam and Kakinda.

## 2015

- Revised Model Concession Agreement for major ports makes them more investor friendly

## 2016

- Reporting of Verified Gross Mass of containers introduced for safety of ships.
- Shipping Ministry scraps six rules under the Merchant Shipping Act which had "become obsolete" to promote ease of doing business.
- Customs implements SWIFT for ease of doing business

## 2017

- Gujarat Government prepares new port policy to double cargo handling capacity at ports.

- Direct Port Delivery introduced to ensure seamless flow of cargo at ports.

- Logistics sector gets infrastructure status

## 2018

- Foreign carriers allowed to move coastal transshipment cargo to promote transshipment at Indian ports.
- E-Way bill streamlines interstate logistics.
- India has drafted legislation to implement the 2009 Hong Kong Convention for the safe and environmentally sound recycling of ships.
- E-sealing of containers implemented to streamline flow of cargo at ports.
- National Logistics Plan announced to allow seamless movement of goods across the country.
- ₹4,000-crore Financial Assistance Policy for Indian shipyards for a period of 10 years introduced.
- Inter-ministerial committee constituted to augment coastal shipping of coal and other commodities.

- Major Port Authorities Bill replaces Major Port Trusts Act, 1963.
- Coastal Berth Scheme extended to March 31, 2020.
- Inter-ministerial committee that screened applications for setting up CFS and ICDs disbanded.
- India becomes Vice-Chair (Regional Head) of the Asia Pacific Region of World Customs Organization from July 2018 to June 2020.

## OTHERS

## 2008

- In November 25 Mumbai terrorist attack, British Shipping baron Andreas Liveras suffered fatal bullet injury at Taj Hotel. Gautam Adani who was also the hotel for a dinner meet with DP World CEO Mohammed Saraf rescued after 11 hrs.



# They Said So



**Capt. Deepak Tewari**  
Chairman  
Container Shipping Lines  
Association

CSLA congratulates Maritime Gateway magazine on completion of 10 glorious years. During this period Maritime Gateway has developed into one of the most important and well subscribed magazines covering the maritime and logistics industry. It gives readers a well-researched, balanced and unbiased news coverage. The magazine deals with topics that are being discussed in the industry and the changes that the shipping industry requires to meet the future needs of India and the region. Maritime Gateway plays an important role in helping the maritime professionals to be updated on the current scenarios of the shipping Industry. Recently, Maritime Gateway has spread its coverage beyond Indian shores to Bangladesh, Sri Lanka, Myanmar and Singapore. We wish the Editor and the Team at the Maritime Gateway all success for a bright and successful future.



**Dhruv Kotak**  
JMD  
J M Baxi Group

Many, many congratulations on this milestone!

The first decade is always special and really glad to see team Maritime Gateway come out with flying colours. To be honest, it is hard to believe that you have been around just for the last ten years! In such a short span, all your achievements and most importantly to be seen as an industry leader is truly a remarkable feat. Under Mr. Ramprasad's able leadership, the focused, sector-specific and unbiased work has been indispensable. Maritime Gateway has become one of our go-to publications to fill us up with the latest happenings. Having a partner that provides market insights in this dynamic industry is a win-win for us. We at J M Baxi Group would be keenly following your publications and wish you achieve greater heights in the decades to come.

Here's to many more decades of partnering with the industry and our country!



**Capt. Sanjeev Rishi**

Advisor-Worlds Window Infrastructure (P) Ltd  
MD-Sanjivik Terminals (P) Ltd (ICD-Bawal)

I have been an avid reader of Maritime Gateway since its inception. It is the finest publication on logistics. What is most striking is that the magazine deals with all segments of logistics and through proper research. The interviews with the Don's of the industry are informative, thought provoking and give valuable insights to the predicaments faced by various segments of logistics. The interaction of the magazine with governments gives us an indication of the various policies and prospective outlook.

This magazine also organizes conferences that offer a platform for all stakeholders to synergize with each other. I know for sure that after each seminar Mr. Ramprasad makes it a point to submit a white paper on the deliberation of the conference. I am also aware of the fact, the corridors of power take due cognizance of this white paper and in some instances it has helped them in tweaking the prevailing policy.

I wish Gateway Media all the success in times to come. May they fetch greater laurels in the years ahead.



**Capt. Dinesh Gautama**

President  
Navkar Corporation

The coverage by Maritime Gateway magazine needs to be lauded for giving us an in-depth analysis each time a problem or challenge becomes prominent. Since the past decade they have made incisive probes into "empty container reposition," "Cabotage," "Port Capacity" and what have you. Each topic has been dealt with after taking all the myriad of factors that go into that topic or challenge. Every line in the magazine is backed up with facts and interactions from stalwarts. This is no mean feat.

It is heartening to note that Maritime Gateway always discusses "both sides" of the coin – without fear or favour. It is this that brings out their commitment to the shipping and logistics industry. Perusing this erudite journal is feast to the mind.



**Capt. Vivek S Anand**  
Director  
NYK Line (India) Pvt Ltd

Maritime Gateway has been a very responsible and reliable magazine for the Indian shipping and logistics industry. It has over the years, helped many Shipping and Logistics Professional(s) in their decision making, by publishing crucial market insights and accurate information. They have been a front runner in publishing the latest market trends in a comprehensive way. The articles written are well thought out, compact and precise. Maritime Gateways have been very innovative about the way that the news is published. They have a very dedicated and knowledgeable Editorial Board.

I would also like to take this opportunity to thank Maritime Gateway for their effort in recognizing the contribution of an Individual / Company in the Shipping and Logistics Sector by honouring them with awards every year. I wish more success and prosperous years coming ahead for the entire Maritime Gateway team...

# 10<sup>th</sup> Anniversary Celebrations



## Sabyasachi Hajara

Former Chairman, SCI  
Chairman, Editorial Advisory Board, Maritime Gateway

"Congratulations to Maritime Gateway for its decade long yeoman service to the maritime sector."

Maritime Gateway, over a period of ten years has done a commendable job through its publication as well as by hosting wonderful conferences across the country as well as in neighbouring countries. Tremendous care is taken by its team to ensure that the articles published cover the entire gamut of maritime industry. It is also ensured that the articles are rich in contents and presented skilfully. It is said that change is the only constant and the pace of change is ever increasing. In one lifetime, the world is becoming a completely changed place and Maritime is no exception. The Artificial Intelligence (AI), Internet of Things (IOT) and Big Data Analytics are all going to tremendously impact the maritime sector and maritime Gateway is endeavouring to keep its readership well informed about all these developments.

I sincerely hope Maritime Gateway continues to serve the maritime sector with aplomb for many more decades to come.



## Sanjam Sahi Gupta

President  
WISTA India

I have been reading Maritime Gateway for several years and what sets it a class apart is its depth of knowledge and expertise to help us navigate an ever changing market. It provides us with Timely expert analysis on every aspect of the Maritime and trade industry. real-time National and International news and packed with all the latest stories.

Another significant impact MG has made is supporting diversity in maritime & WISTA in its efforts in empowering women in maritime. Next years IMO theme is "Empowering Women in the Maritime Community" has been selected as the World Maritime Day theme for 2019. I believe Maritime Gateway is ahead of its time in its way of thinking and will use this as an opportunity to raise awareness of the importance of gender equality, in line with the United Nations' Sustainable Development Goals (SDGs), and to highlight the important contribution of women all over the world to the maritime sector.



## Vijay Minocha

President  
Asia Pacific INTRA

INTRA, the largest neutral network, software and information provider to the shipping industry, congratulates Maritime Gateway on its decade of service to the maritime community.

Maritime Gateway is one of the industry's trusted information sources, particularly in the exciting and fast-changing Indian market. The experienced team at Maritime Gateway has consistently provided access to insightful information to help understand the dramatic changes affecting our industry. INTRA values that type of information as it looks to understand the views and needs of the industry as it designs services and solutions to help customers. We look forward to working together in the years ahead.



## Shardul Thacker

Partner, Mulla & Mulla & Craigie Blunt & Caroe

Congratulations to Maritime Gateway on this memorable milestone of a decade of service to all the stakeholders in shipping and logistics industry. I view this magazine and its portal as an informative knowledge platform in all areas of shipping and logistics. The publication has over the years held annual summits pan India and in neighbouring countries such as Sri Lanka and Bangladesh, reaching out to all stakeholders in the shipping industry, establishing itself as a knowledge partner for them.

The challenge for Maritime Gateway for its next decade is to stimulate the growth of the Indian flag and placing India within the top ten flag states.



## Pramod Kumar Srivastava

Director & CEO  
The PDP Group

Maritime Gateway is a great source of information for the logistics industry. The contents of this magazine are very well laid out and they keep their readers updated with the latest news. The articles of various key players of the logistics industry are always a pleasure to read. Moreover, Maritime Gateway manages to keep the reader engaged throughout the magazine by having a great blend of Industry Reports, Interviews, Policy Information, etc. The conferences organized by Maritime Gateway are always an event to look forward to. We congratulate the entire team at 'Maritime Gateway' for accomplishing a decade of service! We hope that our long-term association continues for years to come



maritime gateway

# gateway

WE WILL 'EAT OUT BOTTLENECKS' AFTER SUMMER

SHIPBUILDING: NEXT STAR INDUSTRY

SECRET OF OUR SUCCESS IS MASSIVE

GREENFIELD PORTS | MODERN FACILITIES | VALUE ADDED SERVICES

## TIME TO LOOK EAST?

maritime gateway

# gateway

INDIA'S NEW GATEWAY

DERAILED DREAMS

maritime gateway

# gateway

CHANGING FACE OF INDIAN SUPPLY CHAINS

maritime gateway

# gateway

coastal shipping

## more coast less cost

maritime gateway

# gateway

LUCRATIVE LCL

maritime gateway

# gateway

Mundra the Goldmine

maritime gateway

# gateway

PPP IN PORTS TOO MANY ROAD BLOCKS?

maritime gateway

# gateway

RISE UP TO CHALLENGE

maritime gateway

# gateway

HIGH COSTS LOW RETURNS STORY OF INDIAN PORTS?

maritime gateway

# gateway

CHASING THE TRANSHIPMENT RAINBOW

maritime gateway

# gateway

moving up

maritime gateway

# gateway

PLAN REMAINS A PIPE DREAM

maritime gateway

# gateway

CAN OUR CUSTOMS CHANGE?

maritime gateway

# gateway

NEW TARIFF GUIDELINES HALF FULL OR HALF EMPTY?

maritime gateway

# gateway

Sea Change!

maritime gateway

# gateway

VGM: THE BLIND SPOT

maritime gateway

# gateway

SRI LANKA THE NEIGHBOUR AT ADVANTAGE

maritime gateway

# gateway

CFS A COMPULSION THAT NEEDS A COURSE CORRECTION

maritime gateway

# gateway

AFRICA LAND OF RISING OPPORTUNITIES

maritime gateway

# gateway

CHARTING A NEW COURSE

maritime gateway

# gateway

FUTURE OF COAL IMPORTS

maritime gateway

# gateway

Direct Port Delivery: THE BATTLE FOR BOXES

maritime gateway

# gateway

New Age Distribution Centres: The Game Changers

maritime gateway

# gateway

CYBER ATTACKS WILL HURT YOU BE PREPARED TO DEAL WITH ESCALATING OFFENSIVES

maritime gateway

# gateway

CMA CGM A STRATEGY MAKEOVER





**HANDLING  
ISO TANK  
CONTAINERS  
ALSO**

**TOTAL  
LOGISTICS  
SOLUTION**



**FCL / LCL Service to from:  
MIDDLE EAST / IRAN / IRAQ (UMM QSSAR)**

**Branches**

Visakhapatnam

Mumbai

New Delhi

Chennai

For further details, enquiries & bookings please contact:

**VIVEK FREIGHT & LOGISTICS PVT. LTD.**

16, Strand Road, Diamond Heritage, 10th Floor, Room No 1007, Kolkata – 700 001.

Tel: +91 33 2248 0325/ 1550, 2231 0081, Fax: +91 33 2213 1770

Mobile: +91 98311 51230, e-mail: [vivek@vfl.net.in](mailto:vivek@vfl.net.in)



L to R: **M Venkateshwarlu**, President, Telangana Chambers of Commerce and Industry; **N Priyanka**, IRS, Deputy Commissioner Customs, Hyderabad Customs Commissionerate; **Anil Yendluri**, Director & CEO, Krishnapatnam Port Company Ltd; **R K Agarwal**, Senior Vice President, BDMA & MD, Nakoda Chemicals Ltd

# Robust logistics infra for sustained growth

The session highlighted the need for a robust and integrated logistics infrastructure and how various stakeholders can contribute towards it.

The second edition of SLS Hyderabad was organised on August 3 at Park Hyatt. Setting the tone for day-long deliberations, **Ramprasad, Editor-in-Chief, Maritime Gateway** said, the state ranks on 5th position in international exports from the country with bulk drugs accounting for the large chunk of exports moving out from the state. Hyderabad, Rangareddy, Medchal and Sangareddy have been the major growth clusters in the state. Taking note of the discrepancies in logistics he said, even though, JNPT is far off from Telangana, but still about 80 per cent of the cargo moves through this major port.



**Anil Kumar Jain, IRS, Principal Commissioner, Hyderabad Customs Commissionerate**, recommended the trade to opt for

AEO, as many of the global traders prefer to trade with AEO accredited businesses. GST has brought in another paradigm shift in the way trade works and even though certain glitches

remain in the refund process, but they will soon be sorted out.

Pharma products need to be transported quickly and safely, hence efficient logistics is critical emphasised, **R K Agarwal, Senior Vice President, BDMA & MD, Nakoda Chemicals Ltd**, bringing to the fore the challenges faced by pharma sector. First challenge is lack of coordination: Since many people are involved in the value chain, so there is utmost need for coordination, else there will be pilferage and quality of the product may degenerate. This lack of coordination also gives an edge to manufacturers of counterfeit drugs to take over during transit.

Second biggest challenge is environmental control: Storage or logistics cold chains need to be customised to maintain different temperature ranges for different products. The third challenge is warehousing management: Pharma industry should recommend specifications for developing warehousing structures, tools and equipment to ensure the products are kept at optimum temperature conditions during storage and transit.

The clearing operations at the airports are highly streamlined, but many

times the samples need to be drawn at the airport to verify the authenticity of the drugs. This calls for maintaining controlled temperature rooms at the airports, else there will be chances of contamination. Pharma products should never be opened in a normal warehouse without proper air control and ventilation. In India air ports are slightly better than the seaports. Especially the dry port in Hyderabad has inadequate handling procedures.

"Telangana Chambers of Commerce has announced to form a separate committee for logistics," informed **M Venkateshwarlu, President, Telangana Chambers of Commerce and Industry**. He urged the industry to share their recommendations for consideration by the committee.

"Customs has transformed from being a regulatory enforcement agency to become a facilitating agency," said **N Priyanka, IRS, Deputy Commissioner Customs, Hyderabad Customs Commissionerate**. The latest E-Sanchit enables entire documentation to be given on a paperless platform. Business entities with atleast 25 bills of entries per annum are entitled to enrol for AEO, wherein the entities having strong compliance system and internal controls are being offered deferred duty payments, DPD, faster clearances, nil or negligible examination or assessment, bank guarantee requirements have been reduced.

"Container trade growth on the east coast was more than 30 per cent last year. Krishnapatnam Port alone has posted about 90 per cent growth in the last two years," revealed **Anil Yendluri, Director & CEO, Krishnapatnam Port Company Ltd**. In 2016-17, the port grew at around 115 per cent and in 2017-18 the port posted a growth of 80 per cent. This growth underscores the changing trade patterns – The actual growth at the global level is happening within Asia, Africa and among these regions. When we say that 80-90 per cent of cargo from Hyderabad is moving through JNPT, it means the trade is not using the most optimum route available on the east coast resulting in higher logistics cost. they need to explore opportunities on the east coast, opined Anil. [mg](#)



# One Organization Multiple Solutions

As a multi-faceted organization, our prime objective is to deliver your expectations, no matter what comes our way. Reaching you safe and on time remain our top priority. After all, our journey is not about covering miles, it is also about discovering your smiles - then only will we know, you are satisfied with our services.



**“END TO END INTEGRATED MULTI-MODAL LOGISTICS SOLUTIONS”**



**IRC (INDIA LTD.)  
IRC SUPPLY CHAIN SOLUTIONS LIMITED  
IRC WAREHOUSING & 3PL SOLUTIONS**



**CORPORATE OFFICE :** IRC House, 846- Joshi Road, Karol Bagh, New Delhi-110 005, Phone : 011-41548000 (5 lines) • Fax : 011-41548005

Email: [ircl@ircgroupglobal.com](mailto:ircl@ircgroupglobal.com) • [www.ircgroupglobal.com](http://www.ircgroupglobal.com)

**REGIONAL OFFICE:** Chennai • Mumbai • Kolkata

**JAPAN OFFICE:** Mr. Yoshiharu Shimizu, Email : [y.shimizu@ircgroupglobal.com](mailto:y.shimizu@ircgroupglobal.com), (M) +81 80 33051740

MEMBER OF :



The type of quality control a pharma product gets in a manufacturing unit should also be provided during the logistics process till it reaches the consumer," emphasised **Dr Ravi Prakash Mathur, Senior Director Supply Chain - Head of Logistics, Central Planning and Corporate Sourcing, Dr Reddy's Laboratories.** People often confuse pharma logistics with logistics facilities providing temperature control of 2-8 degrees, but in reality the challenge for pharma logistics lies largely in the CRT range which is 15-25 degrees. This is the controlled room temperature and we don't have solutions for that. There are good solutions available offering temperature control in the 2-8 degrees range such as passive boxes, but the issue is that 95 per cent of pharma products need the CRT temperature range. Moving a CRT product using shared infrastructure at airport where there are issues of temperature excursions on the tarmac or the pallet build-up area and at the ICDs as well is a concern, concluded Dr Ravi.

**Sarthak Vasudeva, Head-International Business, Indian Immunologicals Ltd,** listed out the challenges the pharma industry is facing in terms of logistics and cold chain. There is a need to strictly adhere to the GMP and GDP guidelines. There is strong quality control maintained within the pharma production unit, but when the product is handed over to a logistics service provider maintaining the same quality control is a challenge, both in terms of temperature and integrity of the product as a lot of counterfeit products enter the market. Considering the limited product shelf life, the product should reach the market with maximum shelf life. Internationally it is mandated that the product shelf life should be above 75-80 per cent when the product reaches the market.

Summing up his discussion Sarthak Vasudeva said the three challenges are: preserving the cold chain during the entire logistics process, documenting the temperature control and integrity of the product till it is administered to the consumer



**L to R: Gubba Prashant,** Head, Technical Dpt. & Plant Operations of Gubba Cold Storage Ltd; **Karunendra S Jasthi,** Sr Vice President, FTAPCCI. IT and pharma; **Sarthak Vasudeva,** Head-International Business, Indian Immunologicals Ltd; **Dr Ravi Prakash Mathur,** Senior Director Supply Chain - Head of Logistics, Central Planning and Corporate Sourcing, Dr Reddy's Laboratories; **Raj Khalid,** Representative for India, Port of Antwerp;

## Logistics and storage needs of pharma industry

Issues with cold chain logistics for pharma products, both during cold storage and during export/import were detailed and possible solutions were brought to the fore

"Our objective is to be a reliable link in the entire supply chain," explained **Raj Khalid, Representative for India, Port of Antwerp.** In terms of land area Port of Antwerp is the largest port in the world today with about 4000 acres of grass land. Based on the requirement of the shippers the port can build up any infrastructure that is required, assured Raj. "Anything we can do for pharma right from setting up new infrastructure, building new facilities, speeding up processes with regulatory agencies... we are here to help and assist," ensured Raj.

"As a federation we listen to the trade and industry and try to bridge the gap between the government and the industry by assisting in policy making," explained **Karunendra S Jasthi, Sr Vice President, FTAPCCI. IT and pharma** sectors need to collaborate to address the various requirements in terms of end-to-end logistics. The government of Telangana has come up with an IT Park on 20,000 acres and it will see tremendous growth. The cluster based approach of the government will enable the pharma industry to grow at a much faster pace. Logistics needs to be developed to sync with the

pace of industrial growth.

**Gubba Prashant, Head, Technical Dpt. & Plant Operations of Gubba Cold Storage Ltd** highlighted some of the important aspects of pharma storage. The Euro pallet is the international standard for preserving pharma products. Prashant detailed on the various types of pharma packaging and a cold storage has to be compatible to support all sorts of packaging. While most of the renowned international cold storages are rack supported, but the jumbo bag packaging is also evolving as more of APIs are being imported in jumbo bags. So development of the block-stacking jumbo bag supporting cold storages is need of the hour. Many of the cold storages do not have the mechanised handling systems, which they need to develop. Another critical aspect is managing the inventory. Systems should be developed to enable monitoring of inventory from anywhere on the globe. As he concluded, Prashant detailed on the advantages for Pharma companies to outsource cold storing instead of managing their own cold storage facilities as it will save a lot of investment for them. [img](#)





# Release the full potential of your operations.

Kalmar Lifetime Services.

Kalmar Lifetime Services has been designed to help you extract greater value through the different stages of your business's lifetime. We can support you during the planning and delivery of any new project, help to keep your day-to-day operations running smoothly or advise you on how to optimise your current operations and extend the life of your fleet. With over 1500 dedicated professionals in over 100 countries, Kalmar Lifetime Services can help release the full potential of your operations. Kalmar, making your every move count.

[kalmarglobal.com](http://kalmarglobal.com)



**KALMAR**





L to R: **Neeraj Harkut**, Founder & CEO, Home Affairs; **A Narender Babu**, DGM – Construction, Indian Oil Corp.; **D Satyanarayana**, IRTS, Senior General Manager, Concor; **Capt Saurabh Mathur**, CEO, Continental Multimodal Terminals Ltd; **Capt Inderpal Singh**, Vice President – West, MSC Agency (India) Pvt Ltd; **Kamal Jain**, Director, Cargomen Logistics India Pvt Ltd; **Vinita Venkatesh**, Director, Krishnapatnam Port Container Terminal

## Time and cost efficiency in logistics: Challenges in a landlocked state

Cargo shippers and logistics service providers deliberated on the logistics challenges and how they could be overcome

At the outset, **A Narender Babu**, DGM – Construction, Indian Oil Corp., detailed out the challenges faced by liquid cargo. Detailing on their distribution network he said, the Paradip – Hyderabad pipeline of IOC is especially earmarked for tapping the Hyderabad market. It has a total 4.5 million tonne capacity. A major issue hampering the progress of the pipeline work is land acquisition. Another problem is the challenges in obtaining statutory permissions. The Telangana government has been very proactive and supportive so far in getting approvals and land acquisition, revealed Narender Babu.

**Neeraj Harkut**, Founder & CEO, Home Affairs, elaborated on the logistics challenges his company faces. A major issue is the connectivity of shipping lines is very less. Telangana is deficient in rail connectivity as compared to Maharashtra and Gujarat.

"Logistics has a direct impact on the company's bottom line," remarked **Capt Saurabh Mathur**, CEO, Continental Multimodal Terminals Ltd. He reflected on the infrastructure status in the country: Warehousing space in the country will reach to 20 million square feet in the coming years and logistics industry is expected to peg at Rs.2 billion by 2019, buoyed by the new highways and DFCs coming up. A major challenge is lack of intermodal transport due to which most of the freight moves by road. "A major advantage of this state is the low cost of operation, which is always lesser than the port cities," said **Kamal Jain**, Director, Cargomen Logistics India Pvt Ltd. "If we are able to connect our cargo to the vessel in the right time, for instance if cargo from Hyderabad connects to ports in 48 hours then we are at an advantage," suggested Kamal.

"80 per cent of the cargo from this

region is moving to Nhava Sheva, so there is need to create value for customers at the ports on the east coast in the form of infrastructure, low logistics cost," suggested **Capt Inderpal Singh**, Vice President – West, MSC Agency (India) Pvt Ltd. A significant trend is that lot of cargo from Hyderabad to Nhava Sheva is moving through road. Telangana lacks availability of empty containers and the dwell time for boxes moving from Nhava Sheva into Hyderabad is 20-25 days. If empties are not available then naturally cargo will start moving by road.

"Apart from distance what else decides the time and cost efficiency in logistics is connectivity," averred **D Satyanarayana**, IRTS, Senior General Manager, Concor. Another major factor is the volumes. If 80 per cent of cargo from Hyderabad moves to JNPT then congestion problems are bound to happen, particularly when rail services between Hyderabad and JNPT are mostly single line. On the eastern coast of India ports are well developed with good infrastructure, so the transit times and cost efficiencies are definitely there. Towards the conclusion of the session, **Vinita Venkatesh**, Director, Krishnapatnam Port Container Terminal, presented before the gathering "advantage Krishnapatnam" and the benefits of using ports on the east coast. A major attraction was the launch of "Cold Box" by **Foster McDonald**, CEO of Cold Box Express. This is a revolutionary product being released in the Indian market for moving reefer cargo. [inf](#)

# experience counts

Stevedoring experience spanning 3 decades at major ports has given OSL a natural edge. Continuous upgradation of man & management, vast infrastructure and excellent networking across the country are hallmarks of a great team.



## ORISSA STEVEDORES LIMITED

*Touching New Heights • Expanding New Horizons*

CIN - U35112OR1978PLC000771

### STAR EXPORT HOUSE

CENTRAL OFFICE: OSL TOWER, LINK ROAD, CUTTACK-753012

PHONE: 2316316, 2312163, 2312437, 2312590, 2311627, 2312409, FAX: (91) 671-2312362

E-mail : [centraloffice@oslgroup.in](mailto:centraloffice@oslgroup.in)

Website : [www.orissastevedores.com](http://www.orissastevedores.com), [www.oslgroup.in](http://www.oslgroup.in)

“At an average 5,300 tonnes of cargo is being exported from Hyderabad, out of which 3,000 tonnes is pharma. Of the total pharma volume 1,600 tonnes is CRT cargo and 300 tonnes is 2-8 degrees cargo. Of this 300 tonnes, 50-75 tonnes is being sent using active equipments and the balance 200-225 tonnes is going as passive cargo in cool gel packaging. The CRT cargo amounts to 8,000-10,000 skits per month,” revealed **Tulasi D Prasad, Regional Chairman, ACAAI – Hyderabad.**

“The Hetero Group constitutes 80 per cent of the air cargo moving from the city,” revealed **C Gopalakrishna, AVP - Corporate Affairs & Logistics, Hetero Drugs Ltd.** The state government is the first in giving appropriate importance to logistics and further the Department of Logistics is being formulated under the Ministry of Commerce by the central government and by 2020 the investment in this sector is expected to rise to \$250 billion from the current level of \$160 billion.

A major challenge is that shipper is still not able to satisfactorily track status of his cargo during transit. The responsibility for tracking and tracing cargo lies with all involved in the logistics cycle, emphasised Gopalakrishna.

“While there has been an improvement in the operations of logistics service providers, but still transparency is missing. This is a breakable supply chain and needs to be made unbreakable,” remarked **Sarini Sachdeva, India Representative, Va-Q-Tec Limited.** Technology needs to be developed that can show the shipper step-by-step movement of his cargo. This will help in tracking the excursion in temperature as it happens. Presenting a revolutionary product for moving temperature sensitive cargo Sarini said, Va-Q-Tec is a temperature controlled equipment that provides unbreakable supply chain mainly for moving cargo by air. Once the cargo is stuffed into a container it opens only upon reaching the destination and the cargo is maintained at any desired temperature for 5 days.

“About 68 per cent of exports from

## Infrastructure and handling issues for pharma and time sensitive cargo

Leaders from cold storage, airport and pharma companies shared the platform to discuss the loopholes in the logistics cycle that need to be plugged



L to R: **C Gopalakrishna**, AVP - Corporate Affairs & Logistics, Hetero Drugs Ltd; **Tulasi D Prasad**, Regional Chairman, ACAAI – Hyderabad; **Satish Lakkaraju**, Chief Commercial Officer, Agility Logistics Private Ltd; **Hemanth DP**, Chief Operating Officer - Airports sector, GMR Group; **Sarini Sachdeva**, India Representative, Va-Q-Tec Limited.

Hyderabad Airport is pharma and this demands a special solution as most of the temperature excursions happen when the cargo moves out from the factory and till it is loaded onto the plane,” remarked **Hemanth DP, Chief Operating Officer - Airports sector, GMR Group.** Considering this aspect the government had ordered for building pharma zones and Hyderabad airport has developed the first of its kind in Telangana. To ensure the cold chain is unbroken while moving from the factory till the airport, cold boxes can be used but the technology is expensive. So either pharma companies need to bring in economies of scale or develop innovative solutions that are cost effective for moving temperature sensitive cargo. Hemanth also detailed

on plans for expansion of the pharma zone and an additional perishable terminal, a pack house for packaging perishable goods

**Satish Lakkaraju, Chief Commercial Officer, Agility Logistics Private Ltd,** pointed out the pain points of freight forwarders. Internet of Things (IoT) can be used to track the movement of cargo and ensure unbroken cold chain, but this investment can be done provided shippers assure cargo volumes to the logistics providers. Infrastructure can be developed as per the requirements, provided shippers ensure of the cargo availability, asserted Satish. Training of manpower and CEIV certification for warehouses is a costly affair which again is a concern. 



जब आप उत्कृष्टता में विश्वास रखते हैं तो यह आपके जीवन का अभिन्न अंग बन जाता है। यह वह प्रेरणाशक्ति है जो कॉनकॉर को लॉजिस्टिक ऑपरेशन के प्रत्येक क्षेत्र में उत्कृष्ट कार्य करने की प्रेरणा देती है। हमारा आधार भारत के रेल नेटवर्क के साथ हमारी दीर्घकालीन पार्टनरशिप रही है जो इसको वैल्यू फॉर मनी मल्टीमॉडल लॉजिस्टिक सलूशन की पहुंच एवं विश्वसनीयता को नई उंचाईयों पर ले जाती है। रेल द्वारा इनलैंड लॉजिस्टिक तथा डोर-टू-डोर लॉस्ट माइल डिलीवरी के अतिरिक्त हम पोर्ट, एयरकार्गो परिसरों एवं एक कोल्ड चेन का भी प्रबंधन करते हैं। इन सबके माध्यम से हम ग्राहक केंद्रित, परफार्मेंस प्रेरित और परिणामोंमुख, सतत नवीनता की प्रक्रिया के माध्यम से हम अधिक उत्पादकता लाभ अर्जित करते हैं।

When one believes in excellence, it becomes part of everyday life. It is this driving force that powers CONCOR to excel in every sphere of logistics operations. Our foundations lie in our long partnership with the rail network of India; leveraging in reach and reliability to drive value-for-money multi-modal logistics solutions. In addition to providing inland logistics by rail door-to-door last mile delivery, we also cover the management of Ports, air cargo complexes and a cold-chain. Through it all we continue to be customer focussed performance driven and result oriented. Creating greater productivity and profitability through a process of constant innovation.

## उत्कृष्टता

परिणामों की सीरीज कहीं अधिक है।

यह आप द्वारा प्रतिदिन किया गया कार्य है।

## Excellence

is more than a series of events.

It is what you  
deliver everyday



एक प्रमुख मल्टीमोडल लॉजिस्टिक सेवाएं देने वाले के रूप में कॉनकॉर देश के आयात-निर्यात एवं आंतरिक व्यवसाय तथा वाणिज्य हेतु प्रभावी एवं विश्वसनीय मल्टीमोडल लॉजिस्टिक सपोर्ट के लिए राष्ट्रव्यापी 79 टर्मिनलों के नेटवर्क के साथ पूरे भारत में 8 क्षेत्रीय कार्यालयों के माध्यम से कार्यरत है। हम कौन हैं और हम क्या करते हैं। इसकी विस्तृत जानकारी के लिए कृपया [www.concorindia.com](http://www.concorindia.com) पर हमसे संपर्क करें।



**कॉनकॉर**  
**CONCOR**

A premier multi-modal logistics provider, CONCOR operates from 8 Regions across India with a nationwide network of 79 terminals of provide efficient and reliable multi-modal logistics support for the country's Export-Import and domestic trade and commerce. For more details on who we are and what we offer, visit [www.concorindia.com](http://www.concorindia.com)

कंटेनर की बात, कॉनकॉर के साथ

(भारत सरकार का नवरत्न उपक्रम)  
(A Navratna Undertaking of Govt. of India)

Think Container, Think CONCOR


भारतीय कंटेनर निगम लिमिटेड, कॉनकॉर भवन, सी-3, मथुरा रोड, नई दिल्ली-110076

Container Corporation of India Ltd. CONCOR Bhawan, C-3, Mathura Road, Opposite Apollo Hospital, New Delhi-110076

# When the best stand out among their peers



It was a windfall of some moments of glory and glamour for the logistics and EXIM fraternity of Telangana. There was something for everyone to cherish for rest of the year. It was that moment in the Smart Logistics Summit & Awards 2018 which called upon the best in the business to be recognised for what they have achieved for trade. The Smart Logistics Summit & Awards was not only about some thought provoking business sessions, but there was also equal passion for some serious business networking and laidback moments appreciating the galaxy of smart achievers of Telangana. A day filled with deliberations has to be followed by celebrations and that is what the Smart Logistics Awards were all about – to honour and encourage the movers and shakers of the industry that make logistics in the state smart. Awards were given in twenty-five categories to star performers who walked away with trophies in their hand and a big grin on their face. And those off the dais applauded with equal vigour every time a name was announced.

Appropriate recognition and applause was handed to the achievers not only encouraging them to move ahead, but they inspired many others to go on and achieve new milestones. The awards also acknowledged the good practices the companies followed, the technological innovations they used in their business and the quality conscious systems they put in place for their firms to function as a well-oiled machinery. The awards ceremony concluded with a sumptuous feast befitting only the best as glasses clinked in celebration and appreciation. 

## SMART LOGISTICS AWARDS WINNERS

**Smart Container Terminal:** Krishnapatnam Port Container Terminal

**Smart Air Cargo Port:** GMR Hyderabad International Airport

**Smart Liner:** MSC Agency (India) Private Limited

**Smart Liner:** CMA CGM Agencies (India) Pvt Ltd

**Smart ICD:** CONCOR - ICD Sanathnagar

**Smart ICD Private:** Continental Multimodal Terminals Limited - ICD Thimmapur

**Smart CFS:** CWC - CFS Kukatpally

**Smart CHA:** Sri Ganesh Forwarders

**Smart Forwarder:** Marinetrans

**Smart Shipping Agent:** Choice Intermodal Services(Hyundai Maerchant Marine)

**Smart Transporter - Road:** Nautical Lines Pvt Ltd

**Smart LCL Consolidator-Export:** Allcargo Logistics Limited

**Smart LCL Consolidator-Import:** Teamglobal Logistics Pvt Ltd

**Smart Cold Storage:** Gubba Cold Storage Limited

**Smart Emerging Warehouse:** Exceed Logisitics

**Smart Empty Yard Operator:** Sai Container Repairs & Consultants

**Smart Exporter - Food Product:** Ravi Foods Private Limited

**Smart Exporter - Granite:** Toshniwal Granites Pvt Ltd

**Smart Exporter – Pharma:** Aurobindo Pharma Limited

**Smart Exporter – Pharma:** Granules India Limited

**Smart Exporter - Minerals:** R R Stones

**Smart Importer - Furniture:** Home Affairs

**Smart Importer - Solar:** RenewSys India Pvt. Ltd

**Smart Importer- Waste Paper:** Deevya Shakti Paper Mills (P) Ltd

**Smart Importer - Polymers:** Shrinath Roto Pack (Shrinath Group)



In association with



Joint initiative by



South Asia's premier maritime business magazine  
**maritime gateway**

# SOUTH ASIA: THE HUB OF LIMITLESS POSSIBILITIES

## PROGRAMME | LE MÉRIDIEN, DHAKA

### DAY 1 - TUESDAY 09 OCTOBER 2018

14:00hrs onwards	Registrations Open
14:30hrs - 16:00hrs	Inauguration of SAMLf 2018
16:00hrs - 16:30hrs	Refreshments
16:30hrs - 18:00hrs	<b>Plenary Session: Bangladesh: Investment Opportunities and Infrastructure Growth</b>
18:00hrs - 19:00hrs	Networking Break
19:00hrs - 21:30hrs	Entertainment and Welcome Dinner

### DAY 2 - WEDNESDAY 10 OCTOBER 2018

09:00hrs - 10:30hrs	<b>Business Session One: Policy Track: Barriers to Intra Regional Trade in South Asia and solutions</b>
10:30hrs - 11:00hrs	Refreshments
11:00hrs - 12:00hrs	<b>Business Session Two: Ports and Terminals Track:</b> Developing Port Infrastructure in South Asia to meet growing needs
12:00hrs - 13:00hrs	<b>Business Session Three: Logistics &amp; Distribution Track:</b> Cargo Transportation, Inland Water Transport, Rail and Road Connections, Coastal Shipping and Transshipment, Airfreight & E-commerce
13:00hrs - 14:00hrs	Lunch
14:00hrs - 15:30hrs	<b>Business Session Four: Maritime Allied Infrastructure:</b> Dredging, Shipbuilding and Bunkering
15:30hrs - 16:00hrs	Coffee Break
16:00hrs - 17:00hrs	<b>Valedictory Session:</b> Closing of the Conference



**D H A K A 2 0 1 8**

9 & 10 OCTOBER 2018 | LE MÉRIDIEN, DHAKA

## CONTACTS

### INDIAN SECRETARIAT

Gateway Media Private Limited  
407, 5th Floor, Pavani Plaza, Khairatabad  
Hyderabad - 500 004 Telangana India  
T: +91 40 2330 0061 M: +91 77029 50879

### SRI LANKAN SECRETARIAT

CIMC Events  
Shippers' Academy Colombo, 105, Hunupitiya Lake  
Road, Colombo - 2 Sri Lanka  
E: enquiries@shippersacademy.lk / info@cimc.lk  
T: +94 11 3560 844 M: +94 7738 20703

info@samlforum.com | WWW.SAMLFORUM.COM

**CONNECTING NATIONS. ENABLING OPPORTUNITIES.**

Platinum Sponsor



**BOXCO**



India East Coast Gateway Partner

Lanyard Sponsor

Session Sponsor



Supporting Partners







## Proactive approach of the government

“The government is proactively working to improve the logistics infrastructure of the state in line with the growing needs of the industrial sector,” assures **Jayesh Ranjan, IAS, Principal Secretary of the Industries & Commerce (I&C) and Information Technology (IT) Departments of the Telangana government.**

Hyderabad is considered as the prime logistics hub of the country for a number of reasons, the most important being its locational advantage, being in the centre and being so well connected. In the 1950s the industrial model in our country was PSU-led industrialisation, government of India chose to locate central PSUs in different parts of the country and Hyderabad was chosen for some very important industries like IDPL for pharmaceuticals, BHEL for heavy engineering, HMT for machinery and lots of defence institutions like the DRDLs and DRDOs. So the process that started in the late 50s today has seen Hyderabad emerge as a very important industrial hub. We are the leaders in pharmaceuticals and in a number of other areas as well. So, obviously because of the PSU-led industrial movement this province has seen a large number of mid-scale companies, SMEs and many of them have become part of global manufacturing chains and global value chains. So the dependence on logistics has been very heavy and many more companies are now setting shop in Hyderabad, because of the assurance they get that all their logistics requirements will be taken care of.

E-commerce companies' entire game today depends on logistics and

many of the big names in the industry have chosen to locate some of their large facilities in Hyderabad. Many companies prefer Hyderabad not just for its central location, but also for the available infrastructure, ease of doing business and low cost of doing business. These factors make Hyderabad a very attractive destination.

What the state government has attempted to do is to put together an integrated logistics policy. While so far the industry has grown organically and whatever support they have taken from the government is on a case to case basis, but the government has felt that a clearly articulated policy that takes care of multiple dimensions is the need of the hour. For the past 6-8 months government has consulted a large number of industry experts, domain experts and has come out with a policy which is about to gain internal approval. Basically there are four things in the policy: ensure good quality infrastructure is available, in the logistics zones of master plan large parcels of land is made available, connectivity is taken care of. As we know logistics industry has grown through third party logistics players, the government wants to encourage more of them. Large incentives for 3PLs are being offered to bring their operations here.

Another important aspect is how technology supports logistics? Advancement in IT, physical technology, manufacturing technology has taken place, all of which can be brought into the fold of logistics to give a seamless user experience. Hyderabad's technology prowess is well known to all. The state government wants to capitalise on it and encourage technology providers to focus their products at the logistics requirements. The logistics policy is also quite comprehensive as it promises a lot to deliver in the areas of skill development. In fact, the national skill development corporation has identified logistics as the key sector which can tomorrow bring thousands of jobs. The state government will soon be sharing the draft policy with the industry for their suggestions.

In this landlocked state logistics is seen as a game changer, because Telangana is one of the important states for attracting investments and many companies with whom government is interacting with have logistics requirement – either to import components or export finished products. This conference will help in understanding the logistics requirements of the industry in a better manner and you will find the response of the state government to be more proactive in addressing them. [mg](#)

THE SURGE  
IN DEMAND  
FOR EDIBLE OILS  
PETROCHEMICALS SOLVENTS  
LUBRICANTS AND PETROLEUM  
PRODUCTS IS GROWING  
EXPONENTIALLY

# ARE WE EQUIPPED TO HANDLE THE HIGH DEMAND FOR LIQUID CARGO?



## INDIA LIQUID CARGO SUMMIT

OCTOBER 12, 2018 | THE LEELA PALACE | CHENNAI

- Liquid cargo imports are booming creating new opportunities for infrastructure and transport.
- Join us at the first-ever conference on liquid cargo for better insights and perspectives in the liquid cargo sector.
- The need of the hour is to deliberate on facilitating the trade with timely infrastructure and solutions for handling & storage.

In association with



Platinum Sponsor



**KRISHNAPATNAM  
PORT** | THE PORT OF PROMISE

# 24th Nepal Cargo Day

Stakeholders from the government and the trade fraternity brainstorm to improve logistics and trade in Nepal



Nepal Freight Forwarders Association (NEFFA) celebrated its 24th Cargo Day on 29th July 2018 in Hyatt Regency, Boudha, Kathmandu, Nepal. The Program was chaired by **President of Nepal Freight Forwarders Association Prakash Singh Karki**. **Rt. Hon'ble Vice-President of Nepal Nanda Bahadur Pun** has consented to grace the occasion as Chief Guest. The Vice President acknowledged the contribution made by Freight Forwarders Companies in development of trade & commerce of the country and development of nation as a whole. Despite of challenges like having only one international airport and dependency on the neighboring country for sea port, the freight forwarders companies are making humongous effort to make a difference from which whole nation should be inspired. He also insisted that the government should give concessions and privileges to the freight forwarder companies to compete with the international market & the government should acknowledge the demands made by the freight forwarders for the development of the industry. In his speech he addresses the issues of Kolkata Dry Port, Haldia Port, Vishakhapatnam Port and the inland water uses with neighbor country India.

On the occasion, the NEFFA Annual Award for its member category was awarded to **Padam Prasad Pokhrel, Managing Director of Ori-**


**ental cargo Service Pvt. Ltd.** for his untiring contribution for the development of the industry for a long time. Similarly, the NEFFA Annual Award for government and non-government category was awarded to **H.E. Eaknarayan Aryal, Consul General – Consulate General of Nepal, Kolkata & Dinesh Shrestha Chairperson Province 3 of Federation of Nepalese Chamber of Commerce and Industry (FNCCI)** for their contribution and encouragement for the development of industry of export and import of the country.

The NEFFA Annual award for airlines carrying highest outbound load of cargo from Nepal for first, second and third position was awarded to Cathay Dragon, Thai Airways International PCL and Qatar Airways respectively. The award for off line airlines was awarded to Emirates Sky Cargo. NEFFA President Prakash Singh Karki & Secretary - Ministry of Industry, Commerce & Supplies Chandra Kumar Ghimire honoured the supporters of 24th Cargo Day by a token of love.

On welcome note by the President of NEFFA, Prakash Singh Karki highlighted the importance of transport logistics in development of all industrial sectors. Karki emphasized on importance of easier access of freight forwarders to sea port, construction of container freight station, development in international transshipment facili-

ties, transit point and border point. Same as he highlighted on the congestion problem, Rake Problem, Railway Operators, detention/demurrage, impact of GST in Nepal and documentation problems on Vizag port.

The program was also addressed by the **Founder President of NEFFA, Rabindra Man Singh** and **Immediate Past President Rajan Sharma**. Similarly, **Secretary- Ministry of Industry, Commerce & Supplies Chandra Kumar Ghimire** highlighted the role of freight forwarders in development of export and import of the country and efforts made by government for the development of this sector. The program was addressed by **President of Federation of Nepalese Chamber of Commerce, Bhawani Rana, President of Confederation of Nepalese Industries, Hari Bhakta Sharma** and also by **Vinit Kumar Chairman, Kolkata Port Trust**. The first session of program was ended with vote of thanks from **General Secretary Sundar Prasad Dahal**.

Nepal Freight Forwarders Association had organized Gala Dinner program for its valued guest. On the program **Captain Himanshu Shekhar – Traffic Manager Kolkata Port Trust** has presented his presentation on the facilities of Kolkata Port Trust regarding Nepal Bound Cargos. Same as representative of CMA CGM Agencies India Pvt. Ltd. highlighted the facilities to Nepalese Cargo. 



# JSW Jaigarh Port

Indias modernised greenfield multi cargo environment friendly deep water port regularly servicing capesize vessel



**JSW** Infrastructure

Creating world-class maritime infrastructure to 200 MTPA by 2020

JSW Jaigarh Port is poised to service:

**400,000 TONNES**

VALEMAX VESSELS

**350,000 TONNES**

VERY LARGE CRUDE CARRIERS



# IF YOU LIKE HIGH-SPEED LOGISTICS, YOU'LL LOVE **KRISHNAPATNAM PORT**



**Narain Karthikeyan**  
*The fastest Indian*

With Asia's fastest cranes. High-speed connectivity to NH 16 via a dedicated 4-lane highway. And 42-km of internal rail network, Krishnapatnam Port is always on the go. Strategically located and equipped with world-class infrastructure, it's all you need to take your business to the next level. Really fast!

1.2 million TEU capacity | 165 reefer points | 1.7 million sq ft of warehouse space | Dedicated customs facility | CFS within port | 365 days operation



KRISHNAPATNAM PORT CONTAINER TERMINAL