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THE GATEWAY AWARDS:
CHEERING THE CHAMPIONS

LOGISTICS COST

THE BLACK HOLE IN CONTAINERISED TRADE

The seventh edition of Indian Container Market Annual Report delves deeper into the logistics cost which has been a major stumbling block in container trade. It maps the cargo centers distributed across the country, tracks the partners in international trade and is a ready reckoner for the latest data on Indian container terminal infrastructure, efficiency, rankings and performance

Road to Revival?

Indian Finance Minister Nirmala Sitharaman tried to inject the confidence booster dose into the ailing economy by announcing reduction in corporate tax, export promotion incentives, infusing additional capital to PSUs. While they may boost the system in short-term but, whether they can ensure immunity and longevity of the system needs to be monitored.

Once considered as the fastest growing economy in the world at an average 7 per cent growth over a period of time, India's GDP growth rate slipped to a six- year low to 5 per cent during the Q1FY20, forcing the government to swiftly arrest further fall due to the subdued consumer demand in the country. Indian business fraternity looks happy with the sudden and surprising gift given by the government while stock markets celebrated Diwali in advance to mark the historic decision that can steroid Indian companies to compete with their Asian peers in terms of corporate tax.

Although the reduction in corporate tax to 22 per cent for the existing companies and offering 15 per cent tax rate for new manufacturing companies from October 1, is good in nature, but, a lot of ambiguity still exists over levying cess, surcharges, MAT, and foregoing all the incentives offered by the government.

Government announcements always seem like honey pots which can be easily enjoyed. But in reality those pots are guarded by stringent bureaucratic restrictions which can easily stop anyone from taking that honey forever. This is not a perception but the reality which needs to be addressed immediately.

Providing ₹50,000 Cr incentives for export promotion is yet again a nice decision at a time when the global trade war couldn't support much to Indian exports, as anticipated. However, the refunds should be given on time to truly help the exporters to increase their trade further. Infusing an additional ₹70,000 Cr capital to PSU banks would definitely help the companies to get more loans in the times of empty coffers. Allowing 100 per cent FDI in coal mining, proposed ₹100 lakh crore investments in infrastructure and the national logistics policy to reduce the cost of logistics to below 10 per cent of GDP are commendable steps in the right direction.

Despite the government's continued efforts to improve Ease of Doing Business, it requires more pragmatic steps in facilitating business at the ground level. Good decisions cannot themselves yield any meaningful results unless all the stakeholders work in tandem to realize the ultimate goals. In this regard, the government should also look at the measures which can accelerate the consumer demand in the country to further boosting the economy to a sustainable level.

R Ramprasad
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LOGISTICS COST THE BLACK HOLE IN CONTAINERISED TRADE

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.

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3. CLEARING
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VISION

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WHO WE ARE

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

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.

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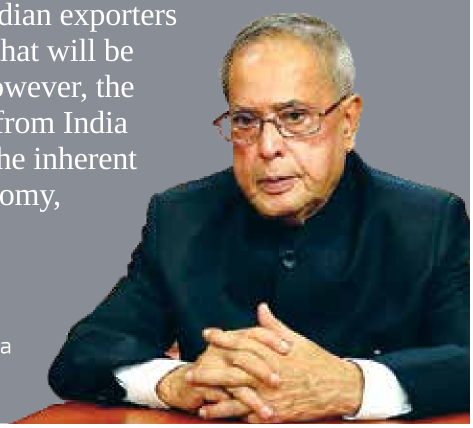
"One-third of that ($5 trillion economy target) must come from international trade… The fight between the two giants (US and China) does give Indian exporters a ray of hope. But, that will be for a short while, however, the increase in exports from India should come from the inherent strength of the economy, not from external circumstances."

- Pranab Mukherjee
Former President of India



"Our objective is not only to create employment, we also endeavour to imbibe domain expertise among students as well as logistics practitioners for efficient logistics operation by adhering to all compliances."

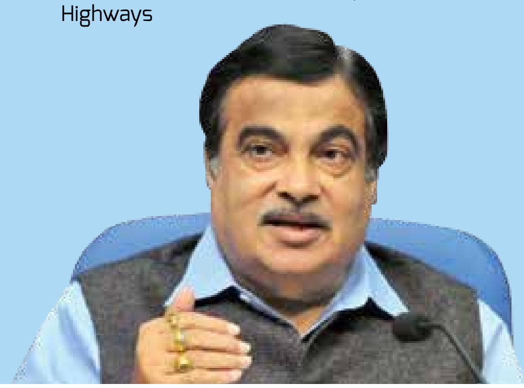
- Samir Shah
Immediate Past Chairman,
FFFAI and Partner,
JBS Group of Companies

"The macro impact of the economic package announced can be expected to be significant. It is indeed commendable that all these multi-sectoral steps were carried out without pressure on the fiscal deficit. With her six-dimensional announcement, FM has indeed hit a six out of the grounds."

- Vikram Kirloskar
President, CII

"The MSMEs are wealth creators as well as job creators and very important to India's economy as 40 per cent of the exports from the country are through them and now the target is to increase it to 50 per cent to move towards a $ 5-trillion economy."

- Nitin Gadkari
Union Minister for Road, Transport and Highways



"Quest now is to digitize customer transactions, making it as simple to ship a container as it is to order airline ticket when you go online. That is actually a lot easier said than done because you need to standardize and do a lot of other things to enable a transaction online. "

- Søren Skou
CEO, Maersk

LOGISTICS COST – THE BLACK HOLE IN CONTAINERISED TRADE

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In 2018, India has become the world's fifth largest economy by leaving France & the UK behind in World Bank ranking.
Although China registered single digit growth in container throughput in last three years, India's container throughput grew by 11.4% in 2018. All Indian ports registered positive growth during the year except one or two unfortunate ones. Overall, India's container traffic in last four years has grown significantly with a CAGR of close to 12%.

Market Segmentation - 2019

Major Vs Non-major ports

Major ports have continuously lost a significant share of container traffic to non-major ports in last decade. The market share of non-major ports has increased by more than five times in last 14 years (since 2005). The market share of major ports declined from 92% in 2005 to 58% in 2018. Rapid expansion of private terminal operators in the non-major ports diverted significant chunk of cargo. The market share of non-major ports collectively rose to a whopping 42% in 2018 from a paltry 8% in 2005. Krishnapatnam and Katupalli on the east coast of India have amassed significant volume in last four/five years and they are adding to the growth story of non-major ports which were driven previously by Mundra and Pipavav. The largest Indian port JNPT registered a healthy close to 8% growth in 2018 which is the highest y-o-y growth in last four years. Nevertheless, its share has been reduced to almost half in last 15 year. Mundra is rapidly approaching to become the largest shareholder of total container traffic and handled 11% more boxes in 2018 over the previous year. Mundra's share was just 3% less than the largest port JNPT in total container traffic.

East coast ports Vs west coast ports

Ports on the west coast will continue to dominate in total container throughput, so as in the container infrastructure. Around 72% of the country's container throughput is handled by the west coast ports.

Major containerised/ containerisable exim cargo

For analysis, we have divided all traded commodities into 33 major categories, such as Pharmaceuticals, Fabric/Yarn, Steel Products, Reefer Food Products and Readymade Garments (RMG)/Textiles. As we do not have precise definitions of containerised and non-containerised cargo from any authoritative source, the data has some subjectivity built in.

In this year's report we have used the volume of cargo (tonnes) as our basis of analysis in contrast to trade values which was reported in 2018 edition of Containers India report.

In terms of volume, various mineral products which are either containerised or containerisable are the major product group being exported from India. In 2018, this product group constituted 17% of the total containerised or containerisable exports of India. This product group's export volume has increased from 4.5 million tonnes in 2008 to 19.8 million tonnes in 2018, nearly 20 times over the decade.

Reefer food products follow the minerals and constitute 14% of India's total exports. Rising demand for fish and meat has increased the commercial farming of fish and livestock in India over the years. As per the data available to us, export volume of reefer foods increased five times over decade from 4.6 million tonnes in 2008 to 15.6 million tonnes in 2018.

Major trade partners

China dominates as a partner on both export and import side when analysed by trade volume (million tonnes). Although the US is the top export destination of Indian exports in value terms, it ranks third when export volume is concerned.

China had 15.7% of market share in India's total containerised or containerisable exports in 2018 and has been consistently on the top position over the last decade. Bangladesh however, has increased its ranking in India's export from 4th position in 2008 to 2nd position in 2018.

The US has consistently remained at the third position in India's export market while export to Oman has increased in last decade. Oman was at the 33rd position in 2008 and reached 4th position in 2018.

On the import side, China, USA and Indonesia retained their position at first, second and third respectively over the last decade. In 2018, India sourced 12% of its requirements from China followed by the USA (7.1%) and Indonesia (6.8%).

A noteworthy trend is that the country has started to import more from Southeast Asian countries over the past decade. For example, Malaysia, which stood at 10th position in 2008, increased its position to 6th in 2018. Singapore increased its rank from 17th position in 2008 to 8th in 2018. Similarly, Thailand increased its rank from 19th position in 2008 to 9th in 2018.

Top commodity-partner matrix

As discussed above, Minerals is the product group which has the highest share in India's exports. More than 63% of the total mineral exports are concentrated to top five countries. They are: China, South Korea, Saudi Arabia, Japan and the USA.

Reefer food products are the second largest exported product. Middle East and North Africa regions are the major demand drivers for Indian meat. They import more than half of the reefer products that India exports, Oman being the largest consumer.

Figure 1: Development of container traffic in India

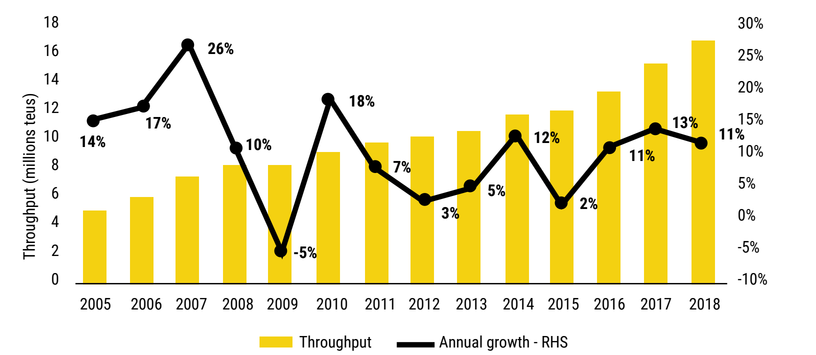


Figure 2: Rising Share of Non-Major Ports

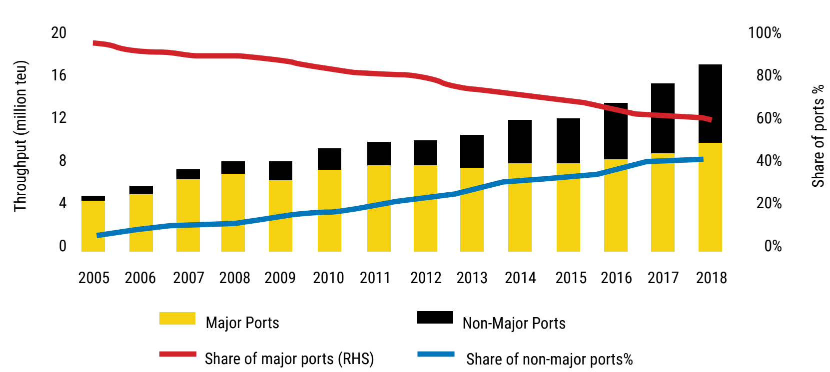


Figure 3: Containers Handled at west and east coast ports

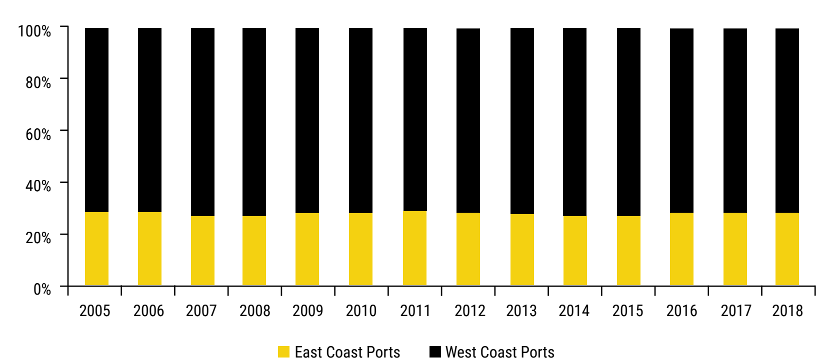


Figure 4: Major commodities exported from India 2018

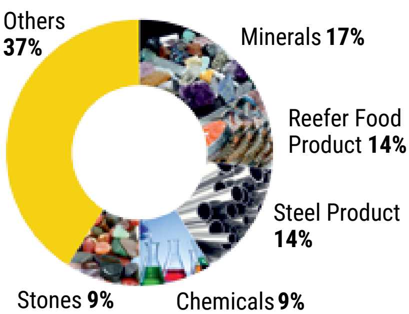
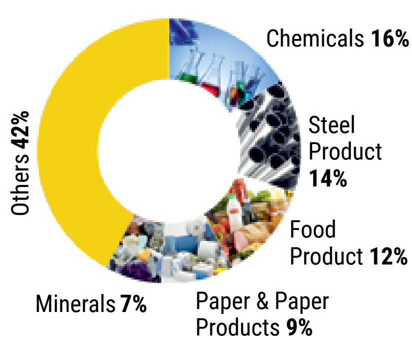


Figure 5: Major commodities imported by India 2018



Among counties in other regions, Maldives is the major consumer of India's reefer product.

India's top imported products and their respective top destinations, 2018 (million tonnes)

On the import side, Chemical products are the top most cargo being imported by India. In 2018, the country imported 24.7 million tonnes of chemicals out of which half of the quantity was from its top 5 import sources. They are China, USA, Singapore Saudi Arabia and Malaysia.

Steel products are the second major commodity group which India imports. In 2018, more than half of the import requirements were sourced from top 5 countries with about 18% being imported from South Korea alone followed by China (13%).

The dilemma of high logistics cost

Even though the government has granted Infrastructure status to Logistics, still industry is chasing to find the actual logistics cost which is high for both imports and exports making them uncompetitive in the global markets. Government is aiming to reduce logistics cost to less than 10 per cent by 2022 but until digitalization gets implemented at every vertical of the Logistic value chain along with elimination of unnecessary intermediaries, it will be a herculean task to achieve. However, India's logistics cost has been standing high, making products costlier.

The reason behind different views and approaches in calculating logistic cost value is the many intermediaries involved in moving cargo. It could be difficult to bring together for calculating all the variable cost components involved in it. The industry has given such enormous impetus to the intermediary service providers who impose high charges that ultimately need to be borne by shippers. Deriving the logistic cost from many unorganized players across the value chain of EXIM cycle is arduous. The value always varies based on many variable components like terminal handling charges, customs charges, sea freight charges, cargo consolidation charges, forwarder & CHA charges, storage charges, haulage charges, dry port charges, land transportation, mode of transportation, intermediary charges…etc.

Logistic cost is being calculated till now based on the percentage on total GDP. Another argument raised in the industry is that it should be calculated on the basis of consignment. Logistics cost to the GDP in the US (9.5 per cent) and Germany (8 per cent). If Logistic cost need to be calculated on the basis of GDP then services industry alone contributes more than 50 per cent to the GDP, which cannot be the best practice to follow.

Industry has been under the assumption that it could be anywhere in between 13-18 per cent based on

Table 1: India's top 5 export destinations in 2018

Rank 2008	Rank 2018	Trend	Country	Share in India's total exports
1	1	➡	China	15.7%
4	2	⬆	Bangladesh	6.5%
3	3	➡	United States	6.0%
33	4	⬆	Oman	5.4%
17	5	⬆	Nepal	5.0%

➡ No Change in Ranking ⬆ Ranking improved

Source: UNCOMTRADE database, August 2019, compiled by Drewry Maritime Research

Table 2: India's top 5 import sources in 2018

Rank 2008	Rank 2018	Trend	Country	Share in India's total imports
1	1	➡	China	12.1%
2	2	➡	USA	7.1%
3	3	➡	Indonesia	6.8%
8	4	⬆	UAE	5.9%
6	5	⬆	South Korea	4.9%

➡ No Change in Ranking ⬆ Ranking improved

Source: UNCOMTRADE database, August 2019, compiled by Drewry Maritime Research

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Table 3: India's top exported products and their respective top destinations, 2018 (million tonnes)

	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	World Exports	Top 5 share
Minerals	China	South Korea	Saudi Arabia	Japan	USA		
	7.8	1.7	1.2	1.0	0.9	19.8	63.3%
Reefer food Products	Oman	Maldives	Qatar	Vietnam	UAE		
	5.3	2.2	0.9	0.9	0.6	15.6	63.8%
Steel Products	Nepal	UAE	Italy	USA	Belgium		
	2.3	1.1	1.1	0.8	0.8	15.6	38.5%
Chemicals	China	Saudi Arabia	Malaysia	USA	Indonesia		
	2.4	0.7	0.6	0.6	0.6	10.4	46.7%
Stones	China	Bangladesh	Maldives	UK	USA		
	4.2	3.2	0.7	0.6	0.2	10.1	88.0%

Source: UNCOMTRADE database, August 2019, compiled by Drewry Maritime Research

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	Rank 1	Rank 2	Rank 3	Rank 4	Rank 5	World Imports	Top 5 share
Chemicals	China	USA	Singapore	Saudi Arabia	Malaysia		
	3.4	3.2	2.0	1.9	1.5	24.7	48.6%
Steel Products	South Korea	China	UAE	Japan	USA		
	3.8	2.8	1.8	1.6	1.0	20.5	53.5%
Food Products	Indonesia	Ukraine	Malaysia	Argentina	Brazil		
	7.5	3.0	2.9	2.5	0.8	18.8	89.1%
Paper and Paper Products	USA	Canada	UK	China	Russia		
	4.2	1.1	0.9	0.6	0.5	13.8	52.9%
Minerals	UAE	Bhutan	Thailand	Qatar	Oman		
	3.6	3.0	0.6	0.6	0.5	11.2	74.7%

Source: UNCOMTRADE database, August 2019, compiled by Drewry Maritime Research

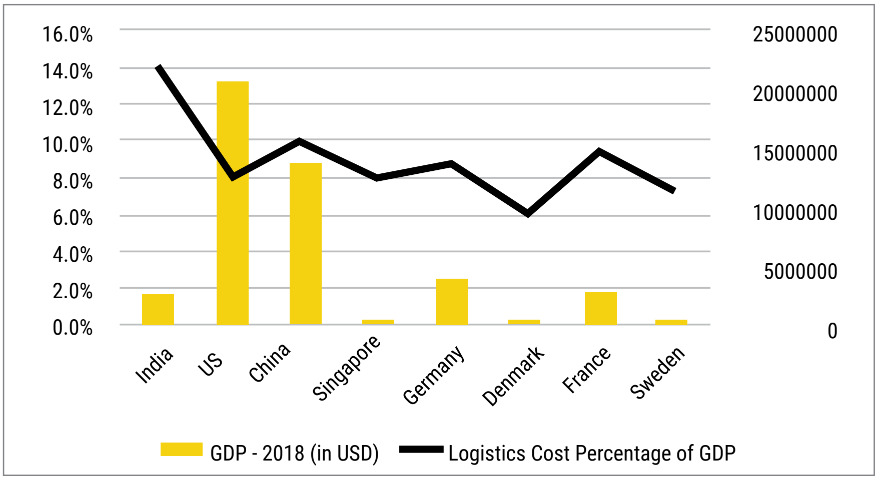
the value that is floating around in the trade without any strong base. The global average is hovering in between 6-9 per cent. Estimated logistic cost for some bulk cargoes like coal and cement is 17-18 per cent. In case of agri produce logistics cost is in between 25-30 percent, and for electronic goods it is 13-17 percent. Pharmaceutical and biotechnology industries logistic cost is always on upside as the majority of the pharma hubs and clusters are located in southern part and cargo moves by truck to western ports with empties in return. Similarly in terms of domestic cargo movement in India, automobile manufacturing zones are in northern part of India and consumption centres are in southern India. In terms of exports, cargo generating centres location plays vital role in some cases in determining the logistic cost as if the distance between hinterland and gateway port is high, thus keeps logistics cost on higher side.

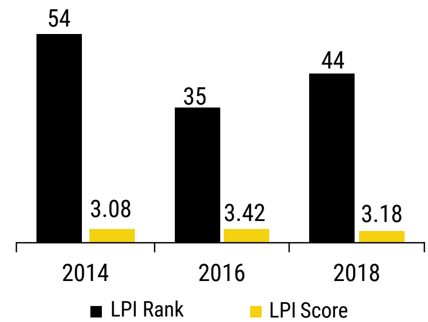
Also, the logistics division is likely to map out the most cost and time effective modes across India through a digital platform. After all, why should the costlier roadways be allowed to capture 60-70 per cent of India's freight, where in the Indian Railways handles less than half of the road traffic with 20-30 per cent, or 1.1 billion tonnes of freight, even though the rail is a cheaper mode of transport for journeys beyond 500 kilometres. cargo movement from NCR Delhi region to Mundra by road costs double inland transportation costs when compared to exports.

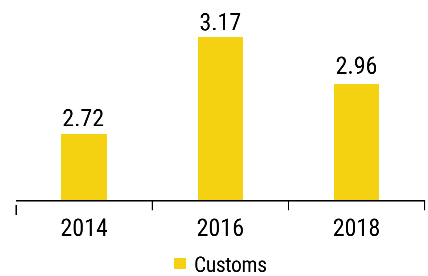
There is a dearth of digital platforms which can allocate the import boxes to the nearest exporters as and when demand arises to reduce the cost of repositioning empties to the exporters. In most of the cases, shipper need to bear empty return charges of the truck which is indeed an unnecessary expense that makes logistics expensive. It results from inefficiency on the part of multiple parties, and a lack of location-based planning. The current wastage or value loss in India's transport ecosystem is around $80 billion, and it is expected the inefficiencies will go up, because 90 percent of the logistics business in India is unorganised, and is run by truckers who own one or two trucks.

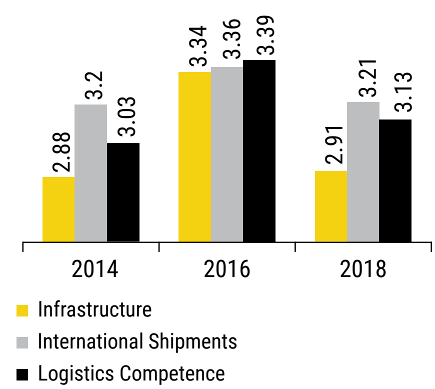
Even after implementation of GST to facilitate cargo manufacturers to ease taxation it is not helping as expected. The costs are not going to come down until there is an organized single

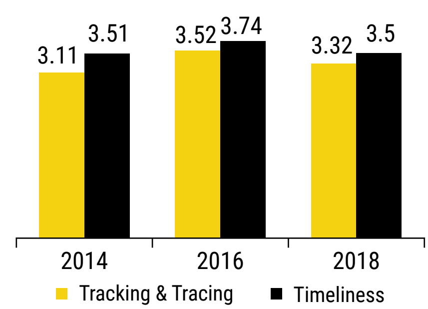
Countries	Logistics Cost Percentage of GDP	GDP -2018 (in USD)
India	14.0%	27,26,322.62
US	8.0%	2,04,94,099.85
China	9.8%	1,36,08,151.86
Singapore	8.0%	3,64,156.66
Germany	8.6%	39,96,759.29
Denmark	6.1%	3,51,299.59
France	9.5%	27,77,535.24
Sweden	7.3%	5,51,031.68











window platform created for the benefit of trade to track and ensure the entire spectrum of cargo supply chain.

However, the logistics industry is on its way to becoming a $200-billion opportunity by 2020, and is expected to have eight primary warehouse hubs across India. Organised logistics ecosystem could lead to a boom in manufacturing, e-commerce and agriculture. However, this would first require estimating demand and organising the road and rail network. The railways is stepping up its act by doubling its capex plan. But the bulk of goods continue to move by road and the logistics industry continues to be dependent on small-time agents and truckers. There is a need to estimate the demand from one city to another, so that trucks and rail racks do not have to ply empty.

Factors affecting logistic cost and time

The logistic cost can be derived from direct and indirect costs involved in carrying cargo. Direct cost is incurred in the process of moving goods, such as sea freight, inland transportation cost, warehousing cost, storage cost, and value-added services. Indirect costs are hidden charges which include inventory carrying costs, theft, pilferage, damages and losses in transit which account for 30-40 per cent of India's total logistics costs. Indirect costs are caused by inefficiencies in the supply chain, which will be less than 10 per cent of the total in developed countries.

Total inland transit time till loading on vessel can vary from 6-14 days for an export container from NCR Delhi to nearby ports, while the same for a similar route in China would be 4-6 days. Even though transit time and cost is high in India, this directly increases inventory carrying cost. Improvement in supply chain procedures and increasing the transparency can cut inventory costs up to 40-60 per cent.

The logistic cost for agriculture produce is about 25-30 per cent due to inefficiencies in the supply chain, such as insufficient transportation, warehouses, cold storage.

Another major challenge that adds cost in road transportation is the poor quality of roads, trucks and drivers. Road transportation accounts more than 60-70% of inland cargo movement, hence better roads can decrease logistic cost significantly. There is a shortage of around 20% in commercial drivers. Low skill levels can create more delays and damages which increases indirect costs.

Indian Logistic Performance

India jumped to 44th rank in 2018 from 54th rank in 2014 in terms of overall logistics performance based on 6 pre-defined parameters defined by World Bank.

Under National Logistic Index Gujarat and Punjab in west coast and Andhra Pradesh in east coast are best performing states based on parameters such as the competitiveness of pricing, timeliness and availability of infrastructure and that of services, among others.

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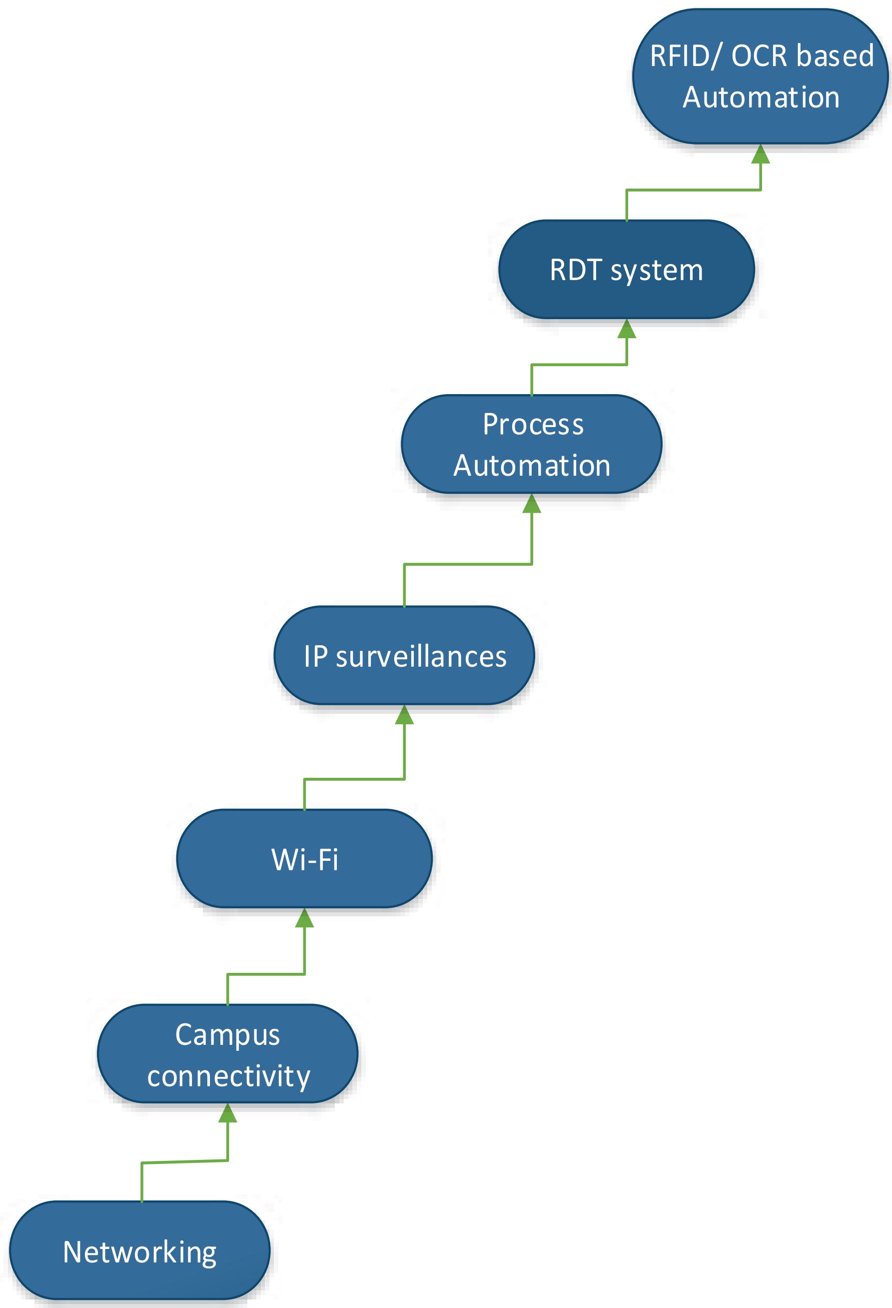

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Support Location: Hazira, Chennai, Cochin, Bangalore, Kolkata, Dehradun and Pune

Sagarmala Projects

Under this programme, government is going to invest ₹8.8 lakh crore in more than 605 projects. Out of these, 89 projects worth ₹ 0.14 lakh crore are completed and 443 projects worth ₹4.32 lakh crore are under various stages of implementation and development. Sagarmala Programme aims to promote port-led development with a view to reducing logistics cost for EXIM and domestic trade.

Reduction in Logistic cost between India & Bangladesh trade

India and Bangladesh agreed to find out the technical feasibility to operate Dhulian - Rajshani protocol route up to Aricha and the reconstruction and opening up of Jangipur navigational lock on river Bhagirathi subject to the provisions of the Treaty between India and Bangladesh on Sharing of Ganga Waters at Farakka, 1996. This move has the potential to reduce the distance to Assam by more than 450 kms on the protocol routes.

To bring about significant reduction in logistics cost and faster delivery of Bangladesh export cargo, Indian side raised the point regarding permitting 'Third country' EXIM Trade under Coastal Shipping Agreement and PIWTT by allowing transhipment through ports on the East Cost of India. Bangladesh agreed to hold stakeholder consultations and revert on the matter.

The following Agreement/Standard Operating Procedure (SOP) were signed by the two countries.

- To facilitate connectivity to North Eastern States through Kolkata and Haldia ports, movement of EXIM cargo and reduce logistic costs, an agreement on the use of Chattogram and Mongla Port for movement of goods to and from India between the people's Republic of Bangladesh and the Republic of India.
- To open up connectivity for passengers and tourists from the two countries through Indo-Bangladesh Protocol route, a Standard Operating Procedure (SOP) of MoU on Passenger and Cruise Services on the Coastal and Protocol route between India and Bangladesh.
- To add Pangaon from Bangladesh and Dhubri in Assam as new Ports of Call, an Addendum to the Protocol on Inland Water Transit and Trade (PIWTT).

Cost variations - service providers

Shipping line charges

- Sea Freight
- THC
- IHC
- Documentation Charges

COST COMPARISION: FACTORY STUFFING BY TRUCK & CONCOR

	BY CONCOR (Rs)	BY TRUCK (Rs)
ICD-Factory in Delhi-ICD	10,000	
THC Delhi ICD	8,500	
Delhi –Mundra	43,500	29,900
CWC		11000 (Central Warehousing for container stuffing)
Mundra THC	11,000	8,500
Total	73,000	49,400
Refund of Taxes on Fuel		10,260 (Taxes on Diesel Rs 25.65 X 400 Ltr)
Cost after tax refund	73,000	39,140* (After tax refund)
Saving		28140 (If CWC avoided, by offering direct stuffing)
	100%	38.54% (41%saving over CONCOR 55% saving if CWC avoided by DPE)
If return- Toll Tax		18,140*** (Toll tax Rs 10,000)
For cost-26 MT Rice value 18,20,000	4%	0.99%
Sea freight to main European Port $ 750X73 (Variable)	54,750	54,750
Cost of logistics for 26 MT Basmati Rice	1,27, 750	72,890 (After taking tax and CWC charges)
Logistic cost	7.01%	4.00%

When fuel and toll tax will return transporter will try to re-adjust export and import dynamics. but *** definitely it will come down

ROAD TRANSPORTATION - COSTING

	EXPORT Delhi-Mundra	IMPORT Mundra-Delhi (Rs)
Freight @1.15 on 26 MT	2,9900 (Freight @ 3.00 on 26 MT)	78,000
Expenses Diesel 400 liter @Rs 66.69	26,676	26,676
Toll tax	10,500	
Driver per day Charge 4days@400	1,600 (Driver per day charge 6days @400)	
Other factors are common. Like salary, wear and tear / maintenance		
Total exp per trip	38,776	39,576
Gross Profit or loss	-8,876	+38,424
Gross Profit of two way trip (Three trips Per Month)		+29,548 (Salary/ Maintenance/Tire/road tax, truck EMI paid from this

This is not actual trip cost as wear & tear, depriciation etc are not inculded

- Survey Charges
- Repairs, Washing & Cleaning
- Imbalance Costs

Shipping line (conditionality charges)

- COD Charges
- Detention
- IGM Amendments
- Port Congestion
- Winter Season
- VTMS Charges
- ENS Charges
- Do Revalidation Charges

Intermediaries charges

- sea Freight Mark up
- Documentation Charges additional
- Congestion Charges
- LOLO Charge
- CBL Pass thru Charge
- Detention Invoice Release Charge
- Warehouse Special Charge
- Urgent Examination Expenses
- CFS Nomination Charges
- Empty Yard offloading
- Cost Recovery Charges
- Late DO Charges
- CFS Receiving Charges
- Supply Chain Security Charges
- Transport Union Charge
- NOC For HBL's
- Custom Clearance and duty
- Agency Charges
- Energy / Power Charges for Reeder Containers

Recommendations based on Shipper's perspective

1. Removal of repositioning cost of containers
2. Increasing the share of DPE similar to DPD can save approximately ₹11,000 per FCL
3. TOLL TAX: Further, trucks from Delhi to Mundra can reach within 24-36 hrs (with two drivers) or average 48 hrs (With two drivers) from North India leaving hill states aside. With the fast track tags, now trucks normally won't stop at Toll Plaza's for much time. It is surprised to note that on 1200 KM route (Delhi to Kandla/ Mundra), one side Total Toll Charges are said to be ₹10,000-11,000 (₹8.33/KM).

Trucks make their profit on import cargo & lose money on export cargo to catch next import cargo as early as possible. For example Delhi –Mundra rate is ₹1.15 per kg (26000 kg Rice X ₹1.15=29900) , while returning it will be ₹2.5- 3.00 per kg (₹65,000 - 75,000 for same load)

Approximate saving:

Any oncession/refund on TOLL TAX up to ₹10,000 In the present scenario, exporters are trading on paltry margins of 2-3% whereas service providers and intermediaries including Government agencies are betting on high profits.

PERFORMANCE OF INDIAN CONTAINER TERMINALS (FY 2017-18)

Names	Volume Handled	Annual Growth
APM Terminals Pipavav	Medium	High
Mundra International Container Terminal	Medium	Low
Adani Mundra Container Terminal	High	Medium
Adani International Container Terminal	High	High
Adani CMA Mundra Terminal	Medium	High
Adani Hazira Container terminal	Medium	High
Kandla International Container Terminal	Low	High
Jawaharlal Nehru Port Container Terminal	High	Low
Nhava Sheva International Container Terminal	Medium	Low
Nhava Sheva India Gateway Terminal	Medium	High
APM Terminals Mumbai	High	Low
Bharat Mumbai Container Terminals	Medium	High
New Mangalore Port - (Containers)	Low	High
Mormugao Port -Containers	Low	High
Vallarpadam International Container Transhipment Terminal	Medium	High
Paradip Port - Containers	Low	High
Chennai Container Terminal	Medium	Low
Chennai International Terminal	Medium	Medium
Adani Ennore Container Terminal	Low	High
Visakha Container Terminal	Low	High
Navayuga Container Terminal	Medium	Medium
Kattupalli International Container Terminal	Medium	High
Bharat Kolkata Container Terminal	Medium	Low
Haldia International Container Terminal	Low	High
PSA SICAL Tuticorin Container Terminal	Low	Low
Dakshin Bharat Gateway Terminal	Low	High
PSA - Kakinada Container Terminal	Low	High
Mumbai Port	Low	Low

Reference	Volume(Mi TEUs)*	Annual Growth
Low	0-0.5	<5%
Medium	0.5-1	5-10%
High	>1	10%+

* Mi TEUs - Million Twenty Foot Equivalent Units

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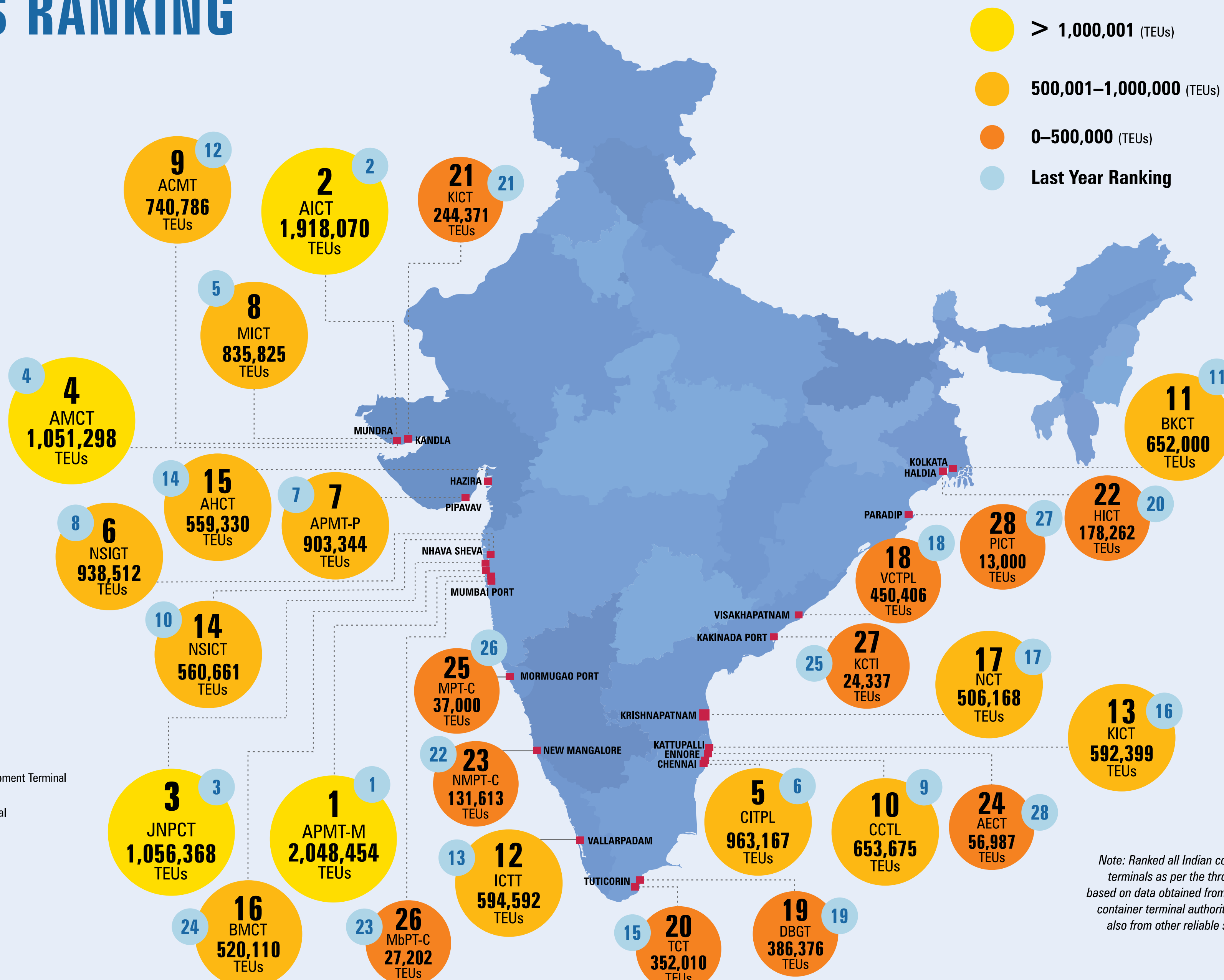
TERMINALS RANKING
(FY 2018-19)

Total Installed Capacity
28,650,000 TEUs

Total Throughput
16,996,323 TEUs



APMT-M : APM Terminals Mumbai
AICT : Adani International Container Terminal
JNPCT : Jawaharlal Nehru Port Container Terminal
AMCT : Adani Mundra Container Terminal
CITPL : Chennai International Terminal
NSIGT : Nhava Sheva India Gateway Terminal
APMT-P : APM Terminals Pipavav
MICT : Mundra International Container Terminal
ACMT : Adani CMA Mundra Terminal
CCTL : Chennai Container Terminal
BKCT : Bharat Kolkata Container Terminal
ICTT : Vallarpadam International Container Transhipment Terminal
KICT : Kattupalli International Container Terminal
NSICT : Nhava Sheva International Container Terminal
AHCT : Adani Hazira Container terminal
BMCT : Bharat Mumbai Container Terminals
NCT : Navayuga Container Terminal
VCT : Visakha Container Terminal
DBGT ; Dakshin Bharat Gateway Terminal
TCT : PSA SICAL Tuticorin Container Terminal
KICT : Kandla International Container Terminal
HICT : Haldia International Container Terminal
NMPT-C : New Mangalore Port - (Containers)
AECT : Adani Ennore Container Terminal -
MPT-C : Mormugao Port -Containers
MbPT-C : Mumbai Port
KCTI : PSA - Kakinada Container Terminal
PICT : Paradip Port - Containers

Note: Ranked all Indian container terminals as per the throughput based on data obtained from ports / container terminal authorities and also from other reliable sources

Source by: gateway research | www.gatewayresearch.in

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

Container Terminal Name	Called as	Operated by	Year of Commission	Draft (m)	Berths	Quay Length (m)	Installed Capacity (TEUs)	Throughput	Import share
APM Terminals Pipavav	APMT-P	APM Terminals Pipavav	2002	15.5	2	735	1,350,000	903,344	NA
Mundra International Container Terminal	MICT	DP World	2003	14.5	2	631	1,500,000	835,825	NA
Adani Mundra Container Terminal	AMCT	Adani Ports & SEZ Ltd	2007	15.5	2	631	1,200,000	1,051,298	46%
Adani International Container Terminal	AICT	JV of Adani Ports & SEZ Ltd and MSC	2012	16.5	4	1460	3,000,000	1,918,070	49%
Adani CMA Mundra Terminal	ACMT	JV of APSEZ and CMA CGM SA	2017	16.5	2	650	800,000	740,786	48%
Adani Hazira Container terminal	AHCT	Adani Ports & SEZ Ltd	2012	13.0	2	637	1,200,000	559,330	49%
Kandla International Container Terminal	KICTL	ICTIPL & JM Baxi Group	2016	13.0	2	545	600,000	244,371	50%
Jawaharlal Nehru Port Container Terminal	JNPCT	Jawaharlal Nehru Port Trust	1989	14.0	3	680	1,350,000	1,056,368	NA
Nhava Sheva International Container Terminal	NSICT	DP World	1999	14.0	2	600	1,200,000	560,661	NA
Nhava Sheva India Gateway Terminal	NSIGT	DP World	2015	14.0	1	330	800,000	938,512	51%
APM Terminals Mumbai	APMT-M	APM Terminals and CONCOR	2006	14.0	2	712	2,000,000	2,048,454	53%
Bharat Mumbai Container Terminals	BMCT	PSA International	2018	16.5	3	1000	2,400,000	520,110	51%
New Mangalore Port - Containers	NMPT-C	New Mangalore Port Trust	NA	NA	NA	NA	NA	131,613	49%
Mormugao Port - Containers	MPT-C	Mormugao Port Trust	NA	13.1	1	250	NA	37,000	NA
Vallarpadam International Container Transhipment Terminal	ICTT	DP World	2011	14.5	2	600	1,000,000	594,592	51%
Paradip International Container Terminal	PICT	ICTIPL - JM Baxi	NA	17.1	1	450	NA	13,000	NA
Chennai Container Terminal	CCTL	DP World	2001	15.0	4	885	1,200,000	653,675	55%
Chennai International Terminal	CITPL	PSA Chennai	2009	15.5	3	832	1,200,000	963,167	58%
Adani Ennore Container Terminal	AECT	Adani Ports & SEZ Ltd	2017	18.0	1	400	1,400,000	56,987	74%
Visakha Container Terminal	VCTPL	ICTIPL & DP World	2003	16.5	2	450	600,000	450,406	51%
Navayuga Container Terminal	NCT	NCT	2012	16.5	3	650	2,000,000	506,168	45%
Kattupalli International Container Terminal	KICT	Adani Ports & SEZ Ltd	2013	14.0	2	710	1,200,000	592,399	34%
Bharat Kolkata Container Terminal	BKCT	PSA International Provides O & M services	1979	8.5	5	812	850,000	652,000	NA
Haldia International Container Terminal	HICT	ICTIPL - JM Baxi	1977	8.5	2	432	250,000	178,262	46%
PSA SICAL Tuticorin Container Terminal	TCT	Sical and PSA International	1999	11.9	1	370	450,000	352,010	50%
Dakshin Bharat Gateway Terminal	DBGT	Dakshin Bharat Gateway Terminal Pvt Ltd	2014	14.2	1	345	600,000	386,376	50%
PSA - Kakinada Container Terminal	KCTPL	Bothra Shipping, Kakinada Infrastructure Holdings and PSA Chennai Investments	2016	14.5	2	300	100,000	24,337	52%
Mumbai Port - Containers	MbPT-C	Mumbai Port	NA	NA	NA	NA	NA	27,202	95%

NER TERMINALS

Export share	Yard Area (Hectares)	Total Ground Slots (TGS)	Reefer Plugs	Quay Cranes	Rubber Tyred Gantry Cranes (RTGC)	Rail Mounted Gantry Cranes (RMGC)	Reach Stackers	Fork Lifts	Capacity Utilization(%)
NA	36	3409	525	"3 Panamax and 5 Post Panamax"	20	4	9	2	67%
NA	25	5400	366	"4 Super post panamax and 2 Post panamax"	18	2	2	4	56%
48%	24	4014	366	6 Super Post Panamax	20	NA	2	NA	88%
51%	65	13903	405	14 Super Post Panamax	45	3	3	NA	64%
52%	28	6500	400	4 Super Post Panamax	12	NA	3	NA	62%
51%	20	3500	120	4 Post Panamax and 2 Super Post Panamax	12	NA	2	NA	47%
50%	14	NA	48	4 Super Post Panamax	8	NA	4	NA	41%
NA	62	10482	576	9 Super Post panamax	27	5	11	3	78%
NA	26	6222	778	6 Post Panamax and 2 Super Post Panamax	29	3	11	2	47%
49%	25	NA	336	4	16	3	1	NA	117%
47%	30	9723	880	10 Post Panamax	40	3	2	6	102%
49%	45	9366	1620	12	4	36	2	3	22%
51%	NA	NA	150	Mobile Harbour cranes	NA	NA	3	NA	NA
NA	2	489	84	2 Mobile Harbour Cranes	NA	NA	2	NA	NA
49%	61	2500	450	4 Super Post Panamax	15	NA	3	NA	59%
NA	5	NA	15	3 Mobile Harbour Crane	2	NA	1	6	NA
45%	18	3960	355	8 Super Post Panamax	23	3	2	1	54%
42%	28	5424	306	3 Post Panamax and 4 Super Post Panamax	18	NA	6	NA	80%
26%	NA	4000	NA	4 Super Post Panamax Cranes	12	NA	1	NA	NA
50%	8	2500	204	2 Panamax and 2 Post Panamax	10	0	5	3	75%
55%	36	5000	400	5 Super Post Panamax	9	0	16	2	25%
66%	18	5120	360	6 Super Post Panamax	15	NA	2	4	49%
NA	13	3000	NA	Mobile Harbour Cranes	NA	NA	9	NA	77%
54%	5	3000	NA	2 Panamax	4	NA	3	NA	71%
50%	10	1000	84	3 Post Panamax	8	0	2	1	78%
50%	10	1725	112	3 (Twin)	9	0	2	1	64%
48%	5	400	90	2 Post Panamax	0	0	2	NA	24%
5%	NA	NA	NA	NA	NA	NA	NA	NA	NA

INLAND LOGISTICS: STREAMLINING THE CONTAINER SUPPLY CHAIN

L to R: **Ramprasad,** Editor-in-Chief and Publisher, Maritime Gateway; **Adarsh Hegde,** Joint Managing Director, Allcargo Logistics Ltd; **Shailesh Garg,** Director, General Manager India, Drewry Maritime Services Pvt Ltd; **Capt Deepak Tewari**, Chairman, Container Shipping Lines Association

The tone for day-long deliberations was set at the inaugural session where industry leaders gave a clarion call to drive efficiencies using technology, make the distribution machinery efficient and put the customer in the first place in order to make our supply chains right

Making a welcome departure from the policy and infrastructure related issues that have been discussed in the past editions of Containers India, this year the mega summit brought the most controversial issue onto the center stage – "the cost of logistics." Elaborating more on the topic **Ramprasad**, Editor-in-Chief and Publisher, Maritime Gateway said, "When we started Containers India we were discussing several policy related issues such as Cabotage, need for more container terminals, movement of cargo – whether it is more towards the east side?, the mushrooming of CFSs - will it help the trade?, DPD and several issues. So when I look back at the transition that is happening in the discussions, this year's topic in consultation with CSLA and other stakeholders, we finally arrived at the most important thing which even the government is discussing – the cost of logistics." The first session focused on "Reducing cost – are we looking at the wrong tree?," which essentially means that in our value chain every stakeholder is a service provider for other stakeholder and when it comes to the cost everybody says the other person is responsible for making logistics very costly, so the first session tried to demystify where the cost is actually getting escalated?

The second session was "Empowering the end customer," how the industry is serving him and what kind of transparency service providers are providing? The third session discussed digitalisation. For the past couple of years digitalisation has been at the forefront in our sector. Several organisations are independently making efforts to bring digitalisation as an enabler for customer service.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To set the tone for the upcoming sessions, Ramprasad shared few glimpses from the Containers India Report. Indian container market is witnessing incremental double digit market growth Y-o-Y with several policy reforms in place. Increasing transshipment volumes at Indian ports, DPD, DPE, more enthusiastic enrolment as AEOs, PCS, adoption of digitalisation and automation of cargo movement at ports are some of the key developments that aided the upward movement in Indian container trade.

In FY 2018-19, the total throughput at Indian container terminals was 16.99 million teus with Y-o-Y growth of 10.5 per cent and in the same year total installed capacity was 28.65 million teus. Capacity utilisation of all the container terminals put together stood at 60 per cent and out of this west coast ports handled about 72 per cent of total volumes, whereas eastern ports handled the remaining 28 per cent. So the container throughput grew by 11.4 per cent in 2018. If you look at the past four years, the average growth has been 12 per cent. Major ports have been continuously loosing significant share of container trade to private ports in the last decade. The market share of private ports has increased by more than 5 times in the last 14 years. The market share of major ports has declined from 92 per cent in 2005 to 58 per cent by 2018, whereas the market share of private ports collectively rose to 42 per cent in 2018 from a paltry 8 per cent in 2005.

Krishnapatnam and Kattupalli Ports on the east coast have amassed significant volumes in the last 4-5 years and are adding to the growth story of private ports which was earlier done by Mundra and Pipavav Ports. The terminals at JNPT registered a healthy growth of 8 per cent in 2018 which is the highest Y-o-Y growth in the last 4 years. But nevertheless its share has been reduced to more than half in the last 15 years. Mundra is rapidly approaching to become the largest shareholder in total container traffic handled with 11 per cent more boxes handled in 2018 over the previous year.

Ports on the west coast will continue to dominate in total container throughput and in the container infrastructure. Currently about 72 per cent of container throughput is handled by the west coast ports. As he concluded, Ramprasad invited **Adarsh Hegde**, JMD, Allcargo Logistics to deliver his welcome address. "As we started off in the morning saying that many people are stuck enroute and thus is the infrastructure of our country. That needs to be changed and its changing for good for sure," remarked Adarsh. As the topic says – "Inland logistics – Streamlining the container supply chain," the stats shared by Ramprasad give us a lot of insights that things are not as bad as presumed. But the fact remains – well it's a year with some rough ride, but there is one thing about this industry which I strongly believe – we go through these tough times despite all hurdles and we have demonstrated high resilience and creativity through which we emerged stronger. The recent trade slowdown has impacted Indian container trade, but the average still hoovers around 12 per cent. Q2, 2019 results shared by the biggest liners reveal their imports grew by 2 per cent while exports were flat. Last year during the same period it was 8 and 9 per cent respectively. Indian economy has plunged to a 25 quarter low to 5 per cent in April-June quarter. The government has slashed corporate tax from 22 per cent to 13 per cent.

Coming to how we can streamline the container supply chain? We need to see the entire value chain starting from exim to transportation and storage which are mostly infrastructure related. The second part is sustaining it using technology and skilled manpower. Some of the important elements that need to be included in the policy would be – creating a national logistics e-market place, simplification of documentation, transparency through digitalisation of processes in Customs, PGAs in regulatory processes and compliance services, optimise the modal mix to drive first and last mile connectivity. There is need to increase the warehousing and storage infrastructure quality including specialised warehouses. Existing ICDs and CFSs need to be utilised optimally before investing in new infrastructure. "I strongly believe, today is the business of efficient logistics as distribution machinery dictates cost to market, reach and time to market." A lot of technologies are in place such as automatic identification and data capture (AIDC), RFID, modern warehousing management systems that will drive the efficiencies and make our industry more competitive. Adarsh Hegde concluded by detailing on the growth and expansion plans of Allcargo Logistics.

As **Capt. Deepak Tewari,** Chairman, CSLA, took onto the stage he complemented on the theme of the event – "Streamlining the container supply chain," which he said would be valid for the next 5 years or even a decade if we take it in its broader sense. CSLA has been a partner in planning the conference, "the sessions have been given a customer focus and this will be the way for all the seminars that will be planned in India henceforth. "Put the customer first and only then can we get our supply chain right," pointed out Capt. Tewari. CSLA has been a strategic partner with Maritime Gateway for the past 7 years and in the coming years the topics of future conferences will revolve around sustainability and green supply chain, he said. As he concluded the welcome address he encouraged the gathering to be more participative and make the best out of the sessions. Following the welcome remarks the Containers India 2019 Report was released. mg

Reducing cost: Are we looking at the wrong tree?

Industry leaders on the panel and audience brainstormed to figure out various elements that add to the cost and can reduce cost right from terminal operations to first/last mile connectivity

L to R: **Tarlochan Singh Ahluwalia,** President, Northern India Shipper Association; **Shailesh Garg, D**irector, General Manager India, Drewry Maritime Services Private Limited; **Capt. Deepak Tewari,** Chairman, Container Shipping Lines Association; **Michael Pinto, IAS(Retd),** Former Secretary, Ministry of Shipping, Government of India; **Geeta Uppal**, Sr. Vice President. Head - Procurement & Contracts, Reliance Industries Ltd; **Avinash Chand Rai,** Chief Operating Officer, Adani Mundra Port Pvt Ltd; **Surya N Lenka,** Head (Container Management & Logistics Services), Tata Steel Limited.

The first session examined under the microscope each and every aspect of inland logistics that either adds to the cost or can reduce cost. "One of the ways for reducing cost is by slashing taxes on logistics," suggested **Tarlochan Singh Ahluwalia**, President, Northern India Shipper Association. For example, If 26 metric tonnes of rice is sent stuffed in a container through ICD from north India to Mundra Port the cost is ₹73000. The same consignment when sent in a truck costs about 60 per cent. Sending by road the exporter saves on THC, 400 litres of fuel is consumed on the journey which attracts ₹10,000 in taxes on fuel. The logistics cost via road from factory to the port is ₹30,000, which includes tax on fuel and toll tax, the later is also ₹10,000. If the government gives refund of these two taxes then costs can be reduced.

"The government says taxes cannot be exported and thus we are getting the IGST refund. If the government wants to refund the taxes, then why not refund the taxes on fuel as they are on the higher side, suggested **Ahluwalia**. Warehousing charges for stuffing and de-stuffing of goods also come upto ₹10,000 which can be avoided if the government allows a separate area for DPE consignments stuffing and de-stuffing. If the above mentioned charges are removed then cost can come down by 50 per cent.

Ahluwalia added, to cut cost we can focus on logistics because it doesn't add any value into the product directly. The freight forwarders and CHAs should look at the logistics chain and figure out ways to cut cost or add value to products. For example, from North India basmati rice is exported through Mundra Port. There are 2 options for connecting to the port – one is CONCOR that operates on a profit of 16.7 per cent, while truck operators work on 2 per cent profit. If all Navratna's like CONCOR aim at such high profit then cutting cost will be difficult.

Another important point was raised by **Geeta Uppal**, Sr. Vice President. Head - Procurement & Contracts, Reliance Industries Ltd. She said, "Increase the access points for moving cargo and bring transparency to cost." Her company moves 900,000 tonnes which sums to 100 trucks on the road every day, which should be substituted by a more economical and environmentally friendly dedicated system that connects the point of manufacturing to the port. Connectivity from the production units to the port through rail siding or waterways can reduce the cost. "We would move every cbm of cargo through coastal route to southern India if we had a chance," said Geeta Uppal. We need to attract more coastal operators to increase frequency of services. For instance, there is no coastal service at Nhava Sheva because it is too costly.

Coming to transparency in cost - if an exporter is able to pay each service provider directly rather than through the shipping line (as is the current situation) that acts as a mediator, it will bring more transparency to the logistics cost. If an exporter is paying the shipping line which in turn is paying the terminal then we don't have the transparent itemised cost. In India both the terminal costs and land side costs are high. In china for importing a 40' container the freight is $200 at any port, now compare this to $400 charged in India.

"As an exporter I feel the marine fee should be reduced," said S**urya N Lenka**, Head (Container Management & Logistics Services), Tata Steel Limited. Terminal handling charges in India is 1.5 times at Colombo, this is because the container handling fees is 1.2 times and marine fee is 4.5 times. The older terminals (NSICT and GTI) charge about $90 per container, but Colombo is at $75 per container, Jebel Ali is at $70, Port Klang is at $50 and Singapore is at $80. Our NCICT and GTI terminals are at par with Singapore, but a bit higher than Colombo, Jebel Ali and Port Klang. Coming to the first mile connectivity the cost is high as the logistics mix is skewed towards road.

Avinash Chand Rai, Chief Operating Officer, Adani Mundra Port Pvt Ltd focused on time value of money, i.e., the time taken for moving goods to the market.

Michael Pinto IAS (Retd), Former Secretary, Ministry of Shipping, Government of India, questioned the subsidies people ask for using coastal shipping or waterways and asked, can all concessions be removed to make all modes of transport compete at par by charging a lower tax? To which **Capt. Deepak Tewari**, Chairman, CSLA said, "It is the cost of shifting the goods at the interface that kills the transport mode in a multimodal logistics." MSC Shipping tried inland water transport between Kolkata and Guwahati with return cargo available. The quotation received was ₹1,27,000 for a 40' box, in which, the cost of moving on waterways is just ₹50,000 and the balance is the interface cost (movement of goods from road to jetty to barge). The government should address these issues of last-mile connectivity, lift-on/lift-off charges through a policy, suggested Michael Pinto.

As the session proceeded there were several vital questions raised by inquisitive audience.

Michael Pinto: Should we have a landlord port model wherein the general operations are handled by the port and the cargo operations are handled by private terminal operators to make it more economical?

Avinash Chand Rai: It hardly makes any difference. Rather than looking at one leg of the entire logistics cycle we need to device a complete end-to-end logistics solution to bring the cost down.

Michael Pinto: Can DFCs bring down the logistics cost as they have lesser interface cost?

Tarlochan Singh Ahluwalia: In DFCs the speed of movement will increase but the cost will not be reduced as the government has invested hugely in infrastructure.

Another question raised was: Can we make logistics and transport into one ministry which is incharge of one person? To which Michael Pinto responded, "I think, personally this is a huge reform whose time has come."

Michael Pinto: The cost of off-dock charges by shipping lines in addition to incentives and rebates taken by shipping lines through CFSs add to the cost for the customer. How can they be reduced?

Capt. Deepak Tewari: With the choice of CFS granted to the importer, the rebates or incentives for shipping lines have vanished. If the customer is still paying rebates to the CFS then they need to discuss.

Michael Pinto: Can we ensure when Vizhinjam Port comes up it attracts all the Indian cargo for transshipment?

Avinash Chand Rai: There has to be an intersection of exporter, shipping line and the receiver of cargo to make it successful in addition to offering time and cost savings. Making a different point, **Shailesh Garg** said, transshipment is a cost and so if direct connection is available at JNPT then why do shippers go to Vizhinjam Port. But **Capt. Deepak Tewar**i took a different stand, Colombo is at a 2 hours distance from Vizhinjam Port, so Vizhnjam can attract the entire feeder network from Colombo, provided the terminals at Vizhinjam become competitive to Colombo.

Michael Pinto: If goods are sent to ports how you expect them to be stuffed into containers without any cost?

Tarlochan Singh Ahluwalia: Certain cargo needs factory stuffing while other types can be stuffed into containers anywhere, for the later an area similar to DPD should be created for DPE where containers can be stuffed free of cost.

EMPOWERING THE END CUSTOMER

Be it meeting the ever changing expectations of customers or offering him the best service possible, the panel coincided on the fact that customer is in the driver's seat and success of any business lies surely in empowering his customer

L to R:
Capt J S Gill, MD - India Agency, X-Press Feeders Group; **Pratap S Chauhan,** President – Commercial, Trident Group; **Vinita Venkatesh,** Director, Navayuga Container Terminal Pvt Ltd; **T Venkataraman,** Managing Director, Goodrich Maritime Pvt Ltd; **Capt. Swaminathan Rajagopalan,** Commercial Director, CMA CGM Agencies India Pvt Ltd; **Capt Pranab Jha,** Vice President, JSW Group - JSW Steel Ltd; **Bhavik Mota,** Director-Head of Product, South Asia, Maerskline India Pvt Ltd.

Discussion in the session revolved around the customer for offering him the best experience either in terms of cost, service efficiency, transparency using technology or customer support.

T Venkataraman, MD, Goodrich Maritime Pvt Ltd: Please advise on the most competitive, viable and efficient options for transporting goods, using your own experience to benefit the shipper?

Ms Vinita Venkatesh, Director, Navayuga Container Terminal Pvt Ltd: One of the ways for a seaport to increase its volumes is by offering lower cost and more efficient transit to customers and make him more competitive in global markets.
But it has to be a concerted effort by the port, shipping line, freight forwarder and the CHA all together. For instance, ICD Sanathnagar traditionally used to move cargo through JNPT at a distance of 858km instead of Krishnapatnam Port which is at a distance of 75km with mainlines connecting China and Korea. One rake of CONCOR on the Sanathnagar-JNPT lane makes one trip per week due to highly congested rail corridor. If the same rake is deployed on the Sanathnagar-Krishnapatnam Port route it can make two-and-half trips per week. Thus CONCOR is able to earn more on this route. For shipping line Krishnapatnam Port offers lower rail freight by Rs.2000 per box, while the freight rate is higher by $15-20 making it a win-win situation. The end customer on an import saves 12.7 days at Krishnapatnam Port as compared to JNPT. Further, Pennon Shipping is deploying a 400teu vessel from Krishnapatnam to Chattogram Port.

Capt. Swaminathan Rajagopalan, Commercial Director - CMA CGM Agencies India Pvt Ltd: Our services are woven around the customer to deliver what he wants. Approximately 4 million customers are using digital services of CMA CGM. The e-business platform offers a direct EDI and API connectivity to customers. The shipping line has mapped the customers' journey and identified 13 touch points. The customer can select the service he wants on the website and upload documents electronically and track the process with complete visibility. Next comes "Serenity" – under this product, right from the time a container is sealed till the seal is cut at the customer premises, 100 per cent value of the cargo is protected without any deductions. Traxens is not just a device for tracking but also measures shocks and has geo-fencing capabilities and helps measure efficiency of the supply chain. On blocktrain customers are provided dedicated services for connecting them to mainline vessels. Flexi-bags are used for moving nonhazardous chemicals. Reeflex is a refrigerated bag for carrying juices. CMA CGM has also launched last month its first LNG powered container vessel.

T Venkataraman: You are based in Ludhiana but still don't prefer to use ICD there and instead bring cargo to the gateway port itself. What problems do you face in satisfying your end customer?

Pratap S Chauhan, President – Commercial, Trident Group: We are facing transit time and cost challenges at the ICD. Moving products by rail the cost increases by 20 per cent compared to road. Transit time wise road logistics takes 2 days whereas rail takes 3.5 to 4 days from Ludhiana to Mundra. In Europe shipper is able to pay the ISC cost directly to train operator, but in India it is paid to the shipping line and the cost differential is 20 per cent to 80 per cent. Similarly in TSC cost the difference is 10 per cent to 20 per cent. Moreover, during the peak season the shipper is burdened with rollover charges and even after paying the freight sometimes the intended vessel is missed.

T Venkataraman: With costs getting transparent the shipper can question the shipping line over the charge they levy. How do you deal with this challenge?

Bhavik Mota, Director-Head of Product, South Asia, Maerskline India Pvt Ltd: The fundamental disconnect is that everybody in their respective domain is looking at their costs individually. And the more you break-up, you will mystify rather than demystifying the whole scenario. So Maersk asks its customers to focus on their end-to-end cost. The power is shifting from business to the customer, they have rising demands, a view on brand relationship and their own definition to speed. These things are disrupting the traditional business model. Customer wants to control his experience by choosing the optimal and emotionally satisfying service and doesn't hesitate to break his relationship with service provider far easier than it was earlier.

T Venkataraman: When customer question the cost, as a feeder operator how do you deal with it?

Capt J S Gill, MD India Agency, X-Press Feeders Group: The market slump that started in 2008 has continued for a decade and there is still no end to it in sight. During this period digitalisation came in, development of infrastructure and container trade moved from one point to another and this is where the customer became very important. As the customer for a feeder operator are the shipping lines, its success depends on offering what they want. The feeder market that was un-consolidated with each service provider having his monopoly, has today become consolidated with very few individually operated services and thriving on ecommerce.

T Venkataraman: Can an ERP solution integrated into your system for providing unlimited access to required data help solve multiple problems?

Capt Pranab Jha, Vice President, JSW Group - JSW Steel Ltd: We are facing stiff competition from the Chinese and so as a commodity player cost and service becomes critical. In the age of Amazon and single clicks, days are not far when you would have customers demanding similar services for their product. we still have miles to go in terms of catching up, because the expectations of our customers and my expectations out of the carriers and service providers similarly have to match up. We have about 10,000 teus of exim and it moves through carriers without the help of freight forwarders. We are introducing an ERP solution which we would be very keen to integrate with shipping lines. But one thing I would like to mention here, the feedback mechanism of shipping lines is way below expectations and so the customer relationship part needs to be drastically improved.

Bhavik Mota: As a logistics industry we are still evolving but the pace of evolution during the past few years is much faster than it was decades earlier. Few years back it took 48 hours for a customer to get a rate quote, but today its instant booking. Earlier, rates were valid for 3-4 months but they are now changing more frequently. Going beyond real-time tracking of cargo customers today want to see where the issue is – be it in documentation or service and they need an instant solution or alternative way out to the issue, which is actionable visibility.

Carriers are now evolving to become end-to-end service providers, because the multiple stakeholders in the logistics chain are all trying to convince the shipper to use their service. But the customer wants a one stop shop rather than dealing with multiple vendors. The line between 3PL, 4PL, 5PL and shipping line is getting blurred.

Ms Vinita Venkatesh: We have also launched our 3PL service. Considering the traditional definition for customer to each business, the boundaries have defused due to competition and the need to satisfy the demands of the customer. The business of each in the supply chain has to be agile as per the concept of our customer.

T Venkataraman: Does long-term relationship exist today or people easily get attracted to new services that come into the market?

Capt J S Gill: Today I cannot deny that my customers can find solution in an alternative product. We have faced this challenge in every sector where we had monopoly and then other operators came in. but the new entrant has very little exposure and further as his tonnage is restricted and the costs are high, so he doesn't enjoy the economies of scale that we do.

Digitalizing container supply chain: The next Level

Digitalisation can unfold a whole world of opportunities. The panellists focused on how to push the industry to adapt digitalisation and the efficiencies advanced technologies hold

L to R: **Gangadhar Gude**, Founder & CEO, AtAI Labs Pvt Ltd; **Ravi Ramprasad**, Editor-in-Chief and Publisher, Maritime Gateway; **Ashish Mathur**, Group Chief Information Officer, Allcargo Logistics Ltd; **Liji Nowal**, MD, ODex India Solutions Pvt Ltd; **Surajit Sarkar**, COO, DMICDC Logistics Data Services Ltd; **Raghavendran Viswanathan**, Co-Founder & CEO, FreightBro.

Setting the tone for the third session **Ravi Ramprasad**, Editor-in-Chief, Maritime Gateway shared results of a survey which revealed there is about 44 per cent technology adoption in organizations, still 39 per cent of the enterprises are moderate, 14 per cent poor, and 3 per cent still to use technology. Top three challenges faced by ports where technology can help include paper work, delays in container identification and clearances, and lack of coordination among stakeholders. Challenges in technology adaption include non-supportive stakeholders who are using different platforms resulting in no data exchange or are stuck with paper documentation. A staggering 45 per cent of the gate entry/exit systems at ports are still manual.

Integration challenges also exist wherein companies have invested in traditional software platforms and when the changeover happens it is difficult to integrate. To track port and terminal efficiency about 16 per cent use excel sheets, 16 per cent use manual reporting, and Web application is used by 25 per cent. About 57 per cent of ports and terminals have not migrated to PCS.

Factors that impact port congestion include inadequate infrastructure, poor coordination of traffic, and congested roads. Use of paper documentation: Gate entry/exit (88 per cent); Truck movement (81 per cent); Customs interaction (82 per cent) and Shipper data exchange (82 per cent).

Exchange of shipping bills, bills of lading, and bills of entry documents between different entities: paper documents (44 per cent); online (41 per cent).

Ramprasad, Editor-in-Chief, Maritime Gateway: What is the value addition you are bringing to PCS and how it can help the customers?

Liji Nowal, MD, ODex India Solutions Pvt Ltd: We along with other platform service providers are struggling with this question of how do we add value to the community?

The adoption of PCS is low, but there is a vision to make it robust. Platforms cannot work in isolation, because in shipping every stakeholder needs every other stake holder for every document moved electronically. So it only makes sense as platform providers how do we collaborate amongst ourselves.

The way forward is connecting platforms on PCS. If Customs can be on board, then there is a need for trucking platforms and tracking platforms to go on board, then there are payments, documentations and much more as we move forward.

What we essentially tackled in this phase is one thing - how does document exchange amongst platforms and amongst stakeholders become seamless and feed into the PCS so that stakeholders can be on the same page.

The first objective that we carried when we worked with PCS was - Can we have a simplified single integration point for most of the stakeholders who are on ODex as they will need to be part of community at some part of the time. If we can enable that faster, and if we can push up that 57 per cent to get into the system much faster that's a huge win for us.

We have built an API integration, and there is standard Jason file that can go into PCS and also send messages to stakeholders connected to PCS. Now if I am able to integrate with one platform it's easy for me to integrate to multiple platforms. This is the first level that we have achieved.

Ramprasad: Are we equipped to capture right data in order to get meaningful outputs? Are all the stakeholders tech-savvy to adopt to this digital world? Can you share what your organisation is doing for data capture?

Surajit Sarkar, COO, DMICDC Logistics Data Services Ltd: When we started the track and trace of containers we also collaborated with different operating systems with an objective to give end-to-end visibility. So like in CFSs, ICDs there is end-to-end visibility, whereas for DPD and DPE containers we are trying to expand our network probably to the industrial hub and to the last mile. We are exploring how this data point can show end-to-end visibility of the container.

We also publish the monthly analytics report based on the data captured where we showcase the performance of each stakeholder. As activities of all stakeholders are different, we need data exchange from them to make it more meaningful or useful for the industry. So for the last three years the milestone which we accept, today there is better visibility in terms of end-to-end tracking. In terms of analytics people are utilising it, today there are more than two millions users to my website, which has become a search engine when container tracking comes into picture.

Ramprasad: What kind of data you capture and how do you use it for better customer experience?

Ashish Mathur, Group Chief Information Officer, Allcargo Logistics Limited: Allcargo has grown inorganically and through acquisitions. We came with disparate systems, processes and getting them all streamlined into one has been the journey for us. In that context, we have managed to develop a singular platform which caters to our internal stakeholders, and riding on top of that is good customer portal which gives visibility to our customers. Internal application which is our core engine can take quotes, bookings, invoicing track and trace, etc. A similar interface is available for our end-customers to access information.

We are planning to move into machine learning and artificial intelligence soon. We actually need data scientists to tell us more about our data and what insights come out of that and we will take a decision on how to start looking at new perspective like how do we optimise our business.

Ramprasad: Where the Artificial Intelligence will lead us in ports, shipping sector?

Gangadhar Gude, Founder & CEO, AtAI Labs Pvt Ltd: At a certain port the quay crane is taking out a container, the customer and freight forwarder have information, my container has come off it's over there at container yard and is being trucked, all this is evidence-based service where AI and ML have a huge role in giving real time evidence-based visibility.

The other aspect of AI and ML is that I have a lot of data how do we use that data to work. Suppose I have customer who has been going down in business how do I track it. AI comes into picture where we need not spend time, the machine spends the time to figure out what's right and it's accurate because it's data-based.

Ramprasad: How serious are we on data protection, integrity and confidentiality? Are there compliances and protocols followed by PCS?

Liji Nowal: When we did the integration for PCS we got fairly robust framework on security. ODex is signatory to GDPR and we are compliant to all the standards set by the European Union. We decided to follow that from day one because of two things everybody considers that data is going to drive the next economy, but the fear of data being compromised is not just in organisations but in individuals also. So vulnerabilities are taken care of under the tests almost done every hour to ensure that we are not vulnerable to any internal or external issues.

Ramprasad: How can freight forwarding platforms digitalise the supply chain?

Raghavendran Viswanathan, Co-Founder & CEO, FreightBro: FreightBro provides platforms for 3PLs or freight forwarders to digitise. What I have seen is that 3PLs are actually the network managing it. If we have to digitise one entity in the whole supply chain, you can digitise the person in the middle of that supply chain then everything else will get digitised. The first thing is to put data online and start collaborating data. We are helping the 3PLs standardise the way they communicate to multiple stakeholders. MG

THE 2019 GATEWAY AWARDS
THE BENCHMARK OF INDIAN MARITIME BUSINESS

CHEERING THE CHAMPIONS

It was an evening the industry came together to cheer for the champions who pushed the boundaries in whatever services they offer

The evening of 27th September was like none other. At one of the Lalit's finest ballroom's shipping greats came together for the glitzy Gateway Awards ceremony. Members from the sea and shore from all across the country came dressed in their finest best of greys and blues and the growing tribe of ladies in the shipping business painted the hall with their bright hues. This was the evening the industry chose to celebrate with their colleagues and peers for carrying the industry through successfully for another year.

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

Now in the 12th year, The Gateway Awards promote best practices, innovation and motivation. Gateway Media, an institution pursuing excellence relentlessly, had instituted these awards to showcase outstanding achievements and exceptional accomplishments of individuals and organizations in the Indian maritime Industry. A tradition well maintained since then, the awards today have become a benchmark in the industry.

About 15 categories were enlisted and all Indian maritime companies were invited to nominate their business entities for evaluation by the Gateway Awards Jury. The parameters for business growth that were considered for shortlisting were volume growth, asset growth, productivity parameters, and the main efficiency indicators that were capacity utilisation, turnaround time and dwell time of vessels. The other main indicators to net awards were innovation and investment to improve customer service, improvement in connectivity to ports and container freight stations. Through a detailed jury process, data received from the nominees was vetted by the jury committee and the winners were selected.

The awards that speak of a rich history of success recognised 15 individuals and businesses for the phenomenal work done by them. The recipients accepted these awards to a thunderous applause and many a standing ovation. The awards evening may now be over but our Gateway Awardees will be justly entitled to bask in the glow of their success for the next 12 months until their peers up the benchmark higher to qualify and bag next year's awards. A terrific night of celebration marked out a superb set of winners. Maritime Gateway congratulates them all and thanks everyone who entered. mg

THE GATEWAY AWARDS 2019
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CHANGE AGENT OF THE YEAR

MR N. SIVASAILAM, IAS, SPECIAL SECRETARY - LOGISTICS, DEPARTMENT OF COMMERCE, MINISTRY OF COMMERCE & INDUSTRY, GOVERNMENT OF INDIA

LtoR: **Umesh Grover**, Secretary General, CFSAI; **Sailesh L. Bhatia**, MD., Bhatia Shipping; **Michael Pinto**, IAS(Retd), Former Secretary, Ministry of Shipping, Government of India; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India; **Mukesh Oza**, CEO & President, Samsara Group; **Capt. Avinash Batra**, Chairman, Seahorse Ship Agencies Pvt. Ltd; **Atul C Kulkarni**, Advisor, Indian Ports Association; **Naresh K Parekh**, Managing Director, Parekh Marine Agencies Pvt Ltd; **R Ramprasad**, Editor-in-Chief and Publisher, Maritime Gateway.

Stimulating Bureaucrat

Mr N. Sivasailam, IAS, Special Secretary - Logistics, Department of Commerce, Ministry of Commerce & Industry, Government of India, is a true change agent of the modern India as he is spearheading the newly created logistics wing to bring in a basket of changes into the sector which is considered the backbone of all industries in the country.

Catapult in crafting the draft National Logistics Policy which is sent to the cabinet for approval, Mr Sivasailam spent his valuable time meeting all the stakeholders of the industry before finalizing the policy.

He is an officer of the 1985 batch of the Indian Administrative Service allotted to Karnataka Cadre who graduated in Mechanical Engineering from Delhi College of Engineering, University of Delhi. He did his Masters in Business Administration at the Faculty Management Studies, University of Delhi, and Master's in Social Policy and Planning from the London School of Economics and Post Graduate Diploma in Intellectual Property Rights Law (IPRL) from the National Law School of India University, Bangalore.

With his sound education background, Mr Sivasailam served in various capacities as a bureaucrat in the state of Karnataka and Government of India who brought several meaningful changes in every department he headed so far.

Recognizing his capability and caliber, the government of India rightly handpicked this gentleman who always thinks out of the box to serve the people and go beyond a step to understand the real needs of the entrepreneurs to help them grow further in their fields of excellence which in turn help the country as a whole in economic prosperity.

> "I feel extremely honoured that you have appreciated my work although it's been about 10 months and I hope I am recipient of all your good wishes and support as I carry forward our collective endeavours to take this industry forward. When I see the trophy I will remember the huge expectations of the industry and my own little way through which I have contributed to it."

The jury of Gateway Awards – 2019 impressed with his contributions and service to the nation, selected him for the "Change Agent of the Year – 2019 Award" which is received by Mr Sivasailam with an emotional yet in humble gesture. mg

THE GATEWAY AWARDS 2019
THE BENCHMARK OF INDIAN MARITIME BUSINESS

CSR EXCELLENCE OF THE YEAR

AVASHYA FOUNDATION – ALLCARGO LOGISTICS

LtoR: **Dr Shashi Kiran Shetty**, Promoter & Executive Chairman, Avashya Foundation; **N. Sivasailam**, IAS - Special Secretary (Logistics) - Ministry of Commerce, Government of India; **Arathi Shetty**, Non-Executive Director, Avashya Foundation; **Adarsh Hegde**, Joint Managing Director, Allcargo Logistics Limited.

Being People Centric

Avashya Foundation has created human intervention programmes at critical touch points that directly affect socio-economic conditions. Its outreach initiatives span disaster relief, healthcare, environment, women empowerment, education and sports. Avashya, a CSR arm of Allcargo Logistics organizes various community development and environment protection activities.

Maitree – its flagship programme creates a dual benefit of socio-economic development and environment sustainability. 6,52,000 fruit-bearing trees planted in the last 4 years benefit more than 12,000 farmers in tribal regions of Maharashtra. With this feat, it has now set a target to plant a million trees in the next few years. The foundation has also partnered with MGNREGA to provide daily wages to farmers.

In March 2019, it signed a MoU with JNPT and CIDCO (City and Industrial Development Corporation) wherein Allcargo has set up the operations, maintenance, and management of a skill training centre under Pradhan Mantri Kaushal Kendra. It is expanding the skill pool by involving local communities and reaching out to a wider section of society. From training women to drive heavy-duty vehicles to helping the youth in less-privileged sections of society, improve their employability and livelihood, the foundation is not only addressing the skill gap in the logistics sector, but also creating a more inclusive ecosystem.

Drushti – eyecare support programme. Over the last five years, Allcargo has reached out to cover 250,000 beneficiaries through initiatives in the domains of education, environment, women empowerment, sports and disaster relief.

> Definitely doing business is for profit, but business cannot start and end with profit. It needs to grow into an institution where you have sustainability and something which offers opportunity for people to come and showcase their talent.
>
> **Dr Shashi Kiran Shetty**
> Promoter & Executive Chairman,
> Avashya Foundation

It supported the Government of Kerala towards the cause of rebuilding after the flood disaster. Employees of Allcargo donated a total of ₹7,24,352 and additional ₹500,000 was contributed by Allcargo CSR towards Chief Minister Relief Fund. Avashya Foundation has also launched a global campaign called Allcargo Greens and ECU Greens to bring in a mindset shift to adopt eco-friendly measures of living. mg

THE 2019 GATEWAY AWARDS
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CONTAINER PORT OF THE YEAR

ADANI PORTS AND SPECIAL ECONOMIC ZONE (APSEZ)

LtoR: **Avinash Rai,** COO, Adani Mundra Port Pvt Ltd; **N. Sivasailam,** IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India; **Capt. Kumar Paritosh**, Terminal Head, Adani CMA Mundra Terminal Pvt Ltd.

Efficient and Innovative

Adani Ports and Special Economic Zone (APSEZ) has won this award for its stellar performance during the last financial year – 2018-19 in handling container throughput.

APSEZ is having an installed capacity of 5 million teus and it has added another 4,00,000 teus capacity during the fiscal. It recorded a staggering 25 per cent growth rate in overall container handling in the year 2018-19 compared to the previous financial year – 2017-18, by handling close to 4 million teus, making it the largest container port in India among private ports and second largest among all ports in India. The port has also handled about 8,00,000 teus of transshipment traffic and about 4,00,000 teus of coastal cargo.

Having achieved the highest capacity utilization rate among Indian ports, APSEZ registered about 75 per cent capacity utilization during the financial year. It has also registered a healthy growth in average output per ship berth day at 25 per cent, while average crane productivity has grown by 12 per cent during the fiscal. The Port is also expanding capacity and about 0.6 million teus capacity is under construction while 3 STS and 9 RTG are added.

The port boasts of one of the best connectivity with several new services started last year - MIDAS, MESAVA, SWAX, INDAMEX, EPIC2, IMEX. The port enjoys a "Dedicated Block Train" from TKD, Ludhiana, GarhiHarsaru, Sanewal and Piyala with the shipping giant CMA CGM, who is also its JV partner. This ensures dedicated connectivity between the ICD locations and the terminal. This arrangement is unique to this location only and trains are operated by Gateway Rail and CONCOR.

The company has entered new markets such as – South Asia – Europe, Western South Asia – Middle East, USA and South Asia during the financial year. The port has installed LED lighting at all the terminals and fitted 18 high mast with LED lights for power saving. E-Toilets for workers and a garden gym in the facility for all working personnel are the latest additions at the port.

Introduced BAT Card for truck drivers, which has a wording "Mein Gaddi ke Andar Baitha Hoon." It is issued to the driver at the time of Gate IN. The driver has to show the BAT card, while seated inside the gate cabin. The RTG operator gets a better visibility of the presence of the driver, inside the cabin, when he produces the BAT card from the window. Since the port is declared pedestrian free, it ensures the RTG operator can confidently handle the containers on the truck, without the risk of the truck driver stepping out of the cabin and disturbing the crane operations. mg

THE GATEWAY AWARDS 2019
THE BENCHMARK OF INDIAN MARITIME BUSINESS

LIFETIME ACHIEVEMENT AWARD OF THE YEAR

MR VAISHNAV PURI, CMD
SEAWORLD SHIPPING & LOGISTICS P LTD

Five Decades of Contribution

A dreamer, who successfully sailed across the oceans to distant horizons, a shipping veteran whose vision, business acumen and actions have left an indelible mark on global shipping. A true doyen of the shipping industry Mr Vaishnav Puri was born on 13 April 1944 in Rawalpindi to a middleclass family and subsequently moved to Kolkata during partition. After schooling, he graduated with a Bachelor of Commerce degree in 1963 from Kolkata University.

Seeking to formalise his education in the shipping business he invested time to earn the title of an Associate Member at the Institute of Chartered Shipbrokers from London. In 1963 he started shipping career as Line Manager with Ned LLyod.

1977 was a decisive moment when he decided to be his own master and joined the board of Samrat Shipping. From zero involvement in shipping business - in 3 years - that company became the agent of choice for some of the largest shipping companies. In 1990 when Samrat Shipping relationship with NOL and APL culminated into a joint venture, Mr Puri by virtue of holding 49 per cent of share in NOL-APL India - became the Executive Chairman.

It is significant to note that in late 1990s when Mr Vaishnav Puri was heading both

> "I am indeed humbled by this honour which I would cherish as it comes from a publication dedicated to maritime business. In handling my shipping agency business I all along had two mantras – to succeed you must do the right things often enough and long enough and the service industry is essentially a relationship oriented which can only be built with principles and customers on performance transparency."

Samrat Seaworld and NOL/APL – he was responsible for generating and handling almost 20 per cent of India's total containerised traffic. With his professionalism and experience, he


Vaishnav Puri, Chairman & Managing Director, Seaworld Shipping & Logistics P Ltd being felicitated with Lifetime Achievement Award.

had been an invaluable partner for over 16 years to NOL and APL in India.

In the year 2000 he founded completely independent venture Seaworld Shipping and Logistics Pvt Ltd. SeaWorld group today is a major player in India and UAE with services in Tramping, Vessel husbanding, NVOCC, Private Yard Operations apart from representing several tramp agents and oil and commodity traders. Maritime Gateway takes pride in presenting this years' Lifetime Achievement Award to Mr Vaishnav Puri - A passionate shipping professional, a smart entrepreneur, a global savvy businessman, a personality that commands respect and a humble gentleman.

In a heart-to-heart with Maritime Gateway, Mr Puri shared his thoughts on Indian Shipping Industry. Edited excerpts.

Q. You have been contributing enormously over the last 55 years to the Indian Shipping Industry. How do you feel receiving the prestigious Life Time Achievement Award by Maritime Gateway?
I feel great. This award is an acknowledgement of what has been contributed to the industry and surely feel great.

Q. Over the years, Indian Shipping Industry has been transforming itself to compete with the global peers. Do you think we have travelled enough?
I think we are far behind. Let me tell you, there was a lot of struggle put in by the agents and the shipping lines to get on to the position that we are in today. But despite that our combine throughput is not even enough for major ports like Shanghai. Because their throughput is 3 times of our combined throughput. So, we are far behind. First of all, our export and import volumes are so low and obviously, because of that the larger vessels are not able to come because the infrastructure is also not there.

Q. Despite the global trade war, India doesn't seem like benefiting much? What went wrong with India?
I think it will benefit in due course. The layer is being set for that. US is known client towards investments and a lot of US business houses are investing here and that will perhaps trigger off the trend and there will be more consolidation in the industry.

Q. How will the recent announcement to reduce corporate taxes made by the Finance Minister help the shipping industry?
For individuals, of course, it is fairly high. But, what is encouraging here is that the reduction in corporate tax for the companies and for the manufacturing units and so on. That's very encouraging. I am sure that will bring about a lot of additional investments from the Indian companies and individuals also.

Q. Whether the various government initiatives like Sagarmala, Bharatmala and Cabotage relaxation etc. helped the industry as anticipated?
They should. Because, that will surely improve the connectivity that is very important. The whole idea is that Sagarmala will develop connectivity through water. I have been in the sense that it should be encouragement for coastal shipping and development of coastal services.

Q. Tell us something about your childhood, education and career?
I spent my childhood in Kolkata. Originally I am from Rawalpindi (Pakistan). After partition, when I was only 3 years old, we shifted to Calcutta. I got educated there and I am graduated from St Xavier's and I did my course in shipping in London and Joined the Dutch company called Java Bengal Line. There after in 1975, I shifted to Bombay (Now Mumbai).

Q. As a veteran what measures do you suggest to the government as well as the shipping industry for a vibrant future of this sector?
Basically, I think, we have to get a couple of Indian companies bold in doing this. Surely, SCI should come in forefront in doing that and a couple of other companies also should do it. The moment that is done, I am sure it will be encouragement for others to come into this industry.

Q. What is your message for the young entrepreneurs who are willing to venture into the shipping industry and the youth who may wish to start their career in this sector?
There is a lot to look forward to. It is an industry which is covering the international trade which is very exciting.

Q. How are you planning your rest of the life post the retirement?
I am not retiring till my last day.

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BULK PORT OF THE YEAR

PARADIP PORT TRUST

LtoR: **SK Mishra**, Traffic Manager, Paradip Port Trust; **Deepak Kumar Rath**, Deputy Chief Mechanical Engineer, Paradip Port Trust; **N. Sivasailam,** IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Improved Infrastructure

Paradip Port Trust, one of the major ports on the east coast of India, has bagged the prestigious Bulk Port of the year Award for its impressive performance during the last financial year 2018-19. The major port improved on various parameters to get this award.

Paradip Port has a total installed capacity of 234 million tonnes. It has added another 5 million tonnes capacity during the last fiscal. The port has handled a total throughput of about 110 million tonnes during the last fiscal in which it has handled about 70 million tonnes of dry bulk and about 2 million tons of break bulk and container and close to 40 million tonnes of liquid cargo. The major port reported close to 10 per cent growth in overall cargo handling compared to the previous financial year 2017-18.

The port's capacity utilization reached to about 70 per cent while the growth in average turnaround time is at an impressive 25 per cent over the previous fiscal. Average pre-berthing detention time has improved by about 70 per cent.The port has added a multipurpose berth to handle clean cargo including containers and one berth with capacity of 5 MMTPA.

A major connectivity improvement noted last year is the Haridaspur-Paradip rail link which is nearing to completion.The major port has taken several innovative measures including introduction of 2nd lane at Gate#2. With this, the truck traffic has been doubled. Barge operations have been resumed. Hoppers have been installed in the conveyor system of MCHP, manually unloaded thermal coal from BOXN rakes are topped in the hopper in addition to the ship loading through reclaimers resulting in achieving higher loading rate. During the idle period also iron ore fines and pellets can be loaded in the hoppers without exposing the entire system of the coal handling. JSPL have converged about 58,000 MT of slag for shipment through PPT.

Development of new coal berth with a capacity of 10 MMTPA for handling imports at an estimated cost of Rs 655 crore is in progress. New iron ore berth for handling iron ore exports on BOT basis has been taken up at an estimated cost of Rs 740 crore and the capacity will be 10 MMTPA. LPG terminal at south oil jetty is coming up at an estimated cost of ₹690 crore. It will have a capacity of 0.75 MMTPA and is being taken up by IOCL.

Deepening and optimization of inner harbour facilities including construction of western dock to handle cape size vessels have also been taken up with an estimated cost of ₹3,025 crores with a capacity of 25 MMTPA. mg

CONTAINER LINE OF THE YEAR

MEDITERRANEAN SHIPPING COMPANY

Capt Deepak Tewari, Managing Director, MSC Agency (India) Pvt Ltd, along with his team receiving the award from **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Expanding Direct Services

Mediterranean Shipping Company (MSC) is a Switzerland based shipping line. It is the world's second largest shipping line in terms of container vessel capacity. The company has operations from almost all the major ports around the world. MSC has its own container terminals in Africa, Australia, Brazil, China, Europe, India, the Middle East and the United States of America.

MSC with its stellar performance during the financial year 2018-19 has impressed the jury of Gateway Awards to be selected for the Container Line of the Year Award.

It has a total fleet of 510 ships that sail on the oceans across the world and connect almost all the major ports across the continents. Of these, about 61 ships operate on the Indian coast, serving the clients of the sub-continent. The average size of the ship operating on Indian coast is 8,308 teus and the smallest ship size is about 2,073 teus. The largest ship operating on Indian coast is 13,119 teus.

During the financial year – 2018-19, MSC has handled about 18,00,000 teus, operating 13 services to and from India and covering 14 ports on Indian coast. While it has 7 direct services to India, the company operates 11 feeder services. Expanding its giant fleet the company has added 20 new vessels globally in 2018-19. MSC also provides real-time cargo and container tracking to its clients.

MSC continues to expand and enhance its intra-Asia network with two new services, beginning mid-October 2019. It will bring new capacity into the market at a time when customers are showing increasing demand for new services to move cargo between key locations in Asia. The new Orchid service and Lang Co Express service will bring six vessels into MSC's intra-Asia network, offering comprehensive port coverage and competitive transit times between Greater China, Vietnam, Singapore and Tanjung Pelepas. The new services will link seamlessly to other intra-Asia services and to global ocean liner network, as well as to overland and barge services within Southeast Asia. MSC offers digital solutions right from digital dashboards and automatic notifications, to real-time cargo data and online document sharing. mg

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CONTAINER TERMINAL OF THE YEAR - BELOW 0.6 M TEUS

DAKSHIN BHARAT GATEWAY TERMINAL PRIVATE LTD (DBGT)

LtoR: **Eric Lavenu**, CEO, Dakshin Bharat Gateway Terminal Pvt Ltd; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Improved Efficiency

Dakshin Bharat Gateway Terminal Private Limited (DBGT), Tuticorin, is presented with Container Terminal of the year award under the below 6,00,000 teus capacity category, for its impressive performance during the financial year – 2018-19.

Having an installed capacity of 6,00,000 teus, the terminal handled more than 1,50,000 teus of exports and about 40,000 teus of imports during the financial year 2018-19. The terminal has handled over 21,000 teus in transshipment and about 75,000 teus of coastal cargo.

It has a total yard area of 10 hectares. The container terminal has registered a stellar 200 per cent growth in average turnaround time in 2018-19 compared to 2017-18. And, it has also registered an impressive 75 per cent growth in average output per ship berth day in the last fiscal. The terminal has reported 45 per cent growth in crane productivity during the financial year under review.

Daskshin Bharat Gateway Terminal in 2018-19 added new equipment including 3 Quay crane Liebherr Made Twin Lift Spreader, 9 eRTGsLiebherr Made (7 rows wide and 6 high), 2 Reach Stackers Kone Crane Made (5 High), 1 Fork Lift Toyota.

In the last fiscal, the Gateway Terminal also added new services like CI2 –NhavaSheva-Tuticorin-Penang-Port Kelang-Hong Hong-Qingdao-Shanghai-Ningbo-Shekou - Cochin. BOX Service (Weekly Twice) – Colombo –Tuticorin-Colombo, TUX Service (Weekly Twice)- Colombo – Tuticorin – Colombo, RTC Feeder (Weekly Twice) – Colombo – Tuticorin – Colombo, CONCOR Costal - Kandla-New Mangalore – Cochin-Tuticorin and TCI Coastal – Tuticorin-Kandla-Cochin-Tuticorin.

It has improved connectivity as well during the last year. Rail connectivity started on July 17, between Tiruchi (AriyaloorDalmia Cement) to Tuticorin Port. The terminal has connected to new markets like Far East Ports, China and Japanese Ports.

In terms of efficiency, DBGT is the only container terminal in India handling monthly average throughput of 55,000 teus with only 345 metres berth length.

From January to July 2019 the terminal recorded handling throughput close to 4,00,000 teus in 7 months. With average of 55,000 teus per month it targets to achieve 6,00,000 teus for the current year.

The terminal has also introduced new technologies during the fiscal such as VOA's Vessel Booking Control System (BCS).

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CONTAINER TERMINAL OF THE YEAR - ABOVE 0.6 M TEUS

ADANI CMA MUNDRA TERMINAL PVT LTD

LtoR: **Capt. Avinash Rai**, COO, Adani Mundra Port Pvt Ltd; Capt. **Kumar Paritosh**, Terminal Head, Adani CMA Mundra Terminal Pvt Ltd; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

New Services, New Markets

Adani CMA Mundra Terminal Pvt Ltd has been awarded the container terminal of the year (in the above 0.6M teus category) for its outstanding performance in handling container throughput coupled with implementation of new technologies which enabled the company to improve its operational efficiency drastically.

The terminal which has been declared as a pedestrian free terminal in the country, is also implementing electric seal cutter to remove seals on the containers which saves lot of time.

The container terminal which has a total installed capacity of 8,00,000 teus has added another 4,00,000 teus capacity in the financial year. The container throughput recorded is over a million teus in 2018-19 with a growth rate of about 14 per cent over the previous year. The total yard area is 27.27 hectares.

The terminal is a true leader in overall operational excellence as the capacity utilization rate is about 70 per cent and it improved average turnaround time (YOY) by 13 per cent and average output per ship berth day by 30 per cent and significantly improved its average crane movements per hour.

It has the state of the art QCs– 65 meters outreach, 18 meter backreach, 50 meters lift height, 35 meters span. It implements laser guided anti-collision system – crane to crane, crane to ship. Cameras are fitted with recording facility at the terminal for effective monitoring of operations. Fire suppression system is an added advantage. Each crane has a dedicated man cage and over height frame for safety purpose.

Mundra is a destination and gateway interface for the landlocked Northern and North Western parts of India, where large number of industries are located and agro exports originate to move over international trade routes. It is well connected to important ICDs in the region.

The terminal operator has also implemented various technological upgradations during the financial year. E- Survey at gate along with Pole Seal Cam is one of such initiatives. Surveyors are equipped with the pole seal cam, which enables them to read the seal number from a distance without going in the path of the traffic.The company is also working on Artificial Intelligence at terminal gate and experimenting a few other latest technologies on a pilot basis. mg

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CONTAINER FREIGHT STATION OF THE YEAR

AMEYA LOGISTICS PVT LTD

Percy Vapiwala, CEO, Ameya Logistics Pvt Ltd along with his team, receiving the award from **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Value Proposition to Customers

Ameya Logistics, a service provider and operator of container freight station has won the prestigious Container Freight Station of the Year Award for its excellent contribution to the maritime sector in India by providing promising services to its numerous clients.

The company which has handled a total throughput of about 2.8 lakh teus in the financial year – 2018-19 registered a growth rate of about 18 per cent over the previous fiscal (2017-18).

Ameya Logistics Pvt Ltd is a joint venture company of CMA CGM SA, France – world's third largest shipping company – and its Indian partner Maritime and Commerce which has several decades of experience in shipping and logistics industry.

It operates in logistics container yard and CFS service areas and caters to the large multi-national companies. Having a tagline of 'container movement simplified,' Ameya believes in customer driven high quality services and maintaining a long term good and healthy relations with its clients.

The major export commodities in Ameya's kitty are fabrics RMG madeups, components, accessories, spare parts, car parts rims, handicraft artware, food items, cereals and scrap etc.

The average trailer turnaround time (gate entry to exit time) is at 2 hours making Ameya one of the fastest CFS service providers in the country. It has a total warehousing space of 22,250 Sq. meters. Ameya handles 500 teus containers per day in which two third being imports and one third of exports.

Providing one stop solution for all logistics services in the country, Ameya has also added new cargo handling equipment in the financial year – 2018-19 including rubber tyred gantry cranes, 10 reach stackers and 21 Forklifts which will enable the company to serve its clients even better in the coming days.

Ameya Logistics has also added new capacities. It has added 5080 SQM covered warehouse for better customer support. The company has also taken up re-alignment of yard to add more stacking capacity and for reduction of human foot fall inside the yard.

It has also implemented eco-friendly measures and energy conservation initiatives. Solar panels have been installed for energy saving and it is generating biogas from canteen waste there by helping the environment a bit. The company has undertaken several innovative initiatives in operational, health safety areas in the last financial year. mg

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CONTAINER FREIGHT STATION COMPANY/GROUP OF THE YEAR

TRANSWORLD TERMINALS PRIVATE LIMITED

LtoR: **Ganesh Krishnan**, CEO, Transworld Terminals Pvt Ltd; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Self Generated Business

Transworld Terminals is in to operating Container Freight Station (CFS), Cold Chain and 3PL services in India. The Gateway Awards jury recognized Transworld Terminals for its contribution and service to the shipping industry in India and awarded the company with the prestigious Container Freight Station Company of the year award for year 2018-19.

Transworld Terminals is having 5 branches in India. It has one branch at ICD Dadri. The company has a combined throughput of about 2,70,000 teus. It registered close to 15 per cent growth in 2018-19 compared to 2017-18.

Major export commodities it handles include plastic, raw cotton, sandstone, rice, guargum, clay and handicrafts, auto parts, electronics and refrigerated products etc. The company's major import commodities include waste paper, plastics, cotton bales, marbles, talc powder, gypsum, refrigerator, lubricating oils, electronics, polymer, chemicals etc.

It has a total warehousing space of 52,505 square meters, cold storage space of 410 square meters and 3,800 ground slots. Average trailer turnaround time of 0.6 hours.

Transworld operates a fleet of 15 reach stackers and added 3 new equipment during the financial year. It currently has 39 forklifts and added 6 more in last fiscal. It has added a new branch in Kolkata – CFS during the financial year–2018-19. The terminal has acquired 69 trailers and a 100 mt weighbridge.

The company has taken up initiatives to protect the environment: installed 20 KLD sewage treatment plant and effluent treatment plant for tertiary treatment of waste water, installed 1 mwroof top solar power plant that will reduce 1277 tonnes of CO_2 emissions per year, which is equivalent to planting 702 trees and taking 343 cars off road, LED lighting across all facilities are the major initiatives the company has taken up.

Technology initiatives: Real time updates on operational activities are available online, developed a mobile app (Transworld - MODE) with artificial intelligence to efficiently manage the complete fleet of trailers for port transportation and driver management, introduced RFID based container tracking solution for customers with 100 per cent real time tracking of containers lying inside the CFS live with custom message exchange.

EDI format for all the messages currently LIVE with Indian Customs. 100 per cent CODECO compatible software for exchanging messages with shipping lines. Customer portal facilitating e-invoice, e-receipt, e-payment and online tracking of operational activities. mg

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INLAND CONTAINER DEPOT OF THE YEAR

CONTAINER CORPORATION OF INDIA LIMITED

LtoR: **Kamal Jain**, Executive Director - Northern Region, CONCOR ICD – Khatuwas; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Improved Connectivity

Container Corporation of India Limited (CONCOR) has bagged the prestigious Inland Container Depot of the Year Award for its stellar performance during the last financial year – 2018-19.

CONCOR handled a total throughput of 3,84,137 teus in 2018-19 and it registered 24.5 per cent growth in 2018-19 over 2017-18 financial year. It connects the important ports – Mundra, Pipavav and JNPT.

Major export commodities moved by CONCOR are autoparts, stones, copper products, guar gum powder while its major importing products are air conditioning parts, auto parts, compressor and copper tube etc.

CONCOR has improved on various parameters including average trailer turnaround time – 47 hours for imports and 38 hours for exports. It has a total warehousing space of 8,547 square meters and 3,250 container stocking slots. Average number of containers handled per day – 487 teus for exports and 488 teus for imports.

Kathuwas (CMLK), being a multi modal logistics park of CONCOR it provides various logistics facilities to its customers under one umbrella. PFT facility is for handling auto car rakes and parking facility is for their further distribution by road and rail.

CONCOR has also started warehouse management and distribution logistics facility for its customers at CMLK. By providing a bouquet of services such as customs clearance, rail and road transportation, bonded cargo storage facility, PFT facility, warehouse management, goods distribution etc. at one place CONCOR is providing an integrated service to its customers.

CONCOR has invested heavily in technology by providing KYCL facility, container tracking, E-Billing, PDA A/c, new heavy equipment with GPS facility etc. over the years. Tech enabled services like tracking facility, E-Payment facility enable customers to plan and operate business effectively while incurring minimum cost. MMLP CMLK being a flagship terminal of CONCOR, is continuously investing in infrastructure like addition of new handling platforms, heavy equipment, dedicated car parking area, new warehouses, enhanced paved area etc. During the financial year-18-19, Concor has invested around ₹64 Crore at CMLK. mg

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FORWARDER/NVOCC OF THE YEAR

AVANA LOGISTEK LIMITED

LtoR: **Namrata Malushte**, Chief Governance Officer, Avana Logistek Ltd; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India; **Varadarajan Sundaresan**, MD, Avana Logistek Ltd.

Processes that Improved Productivity

Avana Logistek Limited is a leading integrated logistics solutions provider in the country which provides customized and end-to-end solutions to domestic and international markets. The company was established by merging Shreyas Relay Systems Limited and Balaji Shipping Lines. It follows the asset-light business model to scale up operations and bring in more efficiency into services.

It has been recognized for its excellent services during the year – 2018-19 and is felicitated with the Forwarder of the Year Award. Avana operates through a wide network of offices in India and most of them are located at ports for efficient and quick services to its clients. Of the 21 offices in India, 14 are located at various port facilities. Avana's offices are also spread across the world in Dubai, USA, Saudi Arabia, Oman, Qatar, Kuwait, Sri Lanka, Hong Kong, Singapore, and Pakistan.

During the last financial year – 2018-19, Avana Logistek handled about 3,00,000 teus of containerized cargo, registering about 15 per cent growth in volumes handled compared to its previous financial year – 2017-18.

The company is one of the pioneers in introducing new solutions to the maritime sector, and in fact in the last financial year it has implemented transshipment model at seaports for domestic cargo. It also established connectivity between east coast and west coast through sea.

It has introduced several processes to improve the productivity and operational efficiency, such as Sales Marketing Process (SMP) helps to maximize orders; Service Delivery Process (SDP) helps to deliver strategic operational service; Support and Control Process (SCP) helps to provide effective infrastructure to enable the whole SRS to function as intended. Strategic Improvement Process (SIP) helps to acquire data and generate meaningful reports for continuous business improvement.

Avana Logistek has been strongly promoting multimodal transportation to improve logistics efficiency and reduce cost. It has a GPS enabled fleet with 24X7 tracking facility and offers real-time shipment tracking. Avana also offers logistics support for the movement of ISO tanks and reefer containers. It has expanded the business to reefer trucks and leased cold storage operations with an ability to serve customers on a pan-India basis. Value Added Services like kitting, labelling, sorting, loading and unloading of containers, repacking, blast freezing etc are offered as standard services. mg

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SHIPPING AGENT OF THE YEAR

MAERSK INDIA PVT LTD

Bhavik Mota, Head of Product, South Asia, Maerskline India Pvt Ltd, along with his team receiving the award from **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Extensive Network

A P Moller Maersk is a Danish company with activities in shipping, transport, logistics and energy sectors. It's Indian operations Maersk India Pvt Ltd have posted stellar performance in the financial year 2018-19 and bagged the prestigious Maritime Gateway shipping agent of the year award for its contribution to the maritime industry in India.

The company handled a total containerized cargo of about 25,00,000 teus in the last financial year. It has also handled about 20,000 tonnes of non-containerized cargo during the period. It registered a growth rate of about 10 per cent in containerized cargo while about 120 per cent in non-containerized cargo in the last fiscal.

Maersk operates through a network of 25 offices across the country. The company connects to 15 ports in India and added 2 more ports during the financial year 2018-19. It reaches to 59 ICDs and added 7 more ICDs in the review period.

The company has always been in the forefront in bringing innovative solutions that support its clients and the entire shipping industry, as Maersk has a wide coverage and integrated operations across the supply chain of shipping industry. In the last financial year the company has introduced 9 new logistics services to benefit all the stakeholders of the industry.

Maersk has also introduced new technologies across its value chain, such as TradeLens solution - a digital platform that empowers businesses and authorities along the supply chain with a single, secure source of shipping data, enabling more efficient global trade. Massive new efficiencies in global trade are now possible and it is expecting similar effects across the food industry, mining, trade, finance, banking and other industries where the value of blockchain is more apparent than ever before.

Maersk has made significant investments during the last financial year to help the local MSMEs which are catering to EXIM trade in India. Its trade finance solution, for example, can handle both the flow of customer's goods and financing to help them expand and develop business. In 2018 the company invested about $200 million to help growing MSMEs in the exim sector. mg

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COASTAL SHIPPING OPERATOR OF THE YEAR

SHREYAS SHIPPING AND LOGISTICS LTD

LtoR: **Namrata Malushte**, Chief Governance Officer, Avana Logistek Ltd; **Amit Gupta**, Director, Suraj Informatics pvt ltd; **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India; **Capt Vivek Kumar Singh**, Managing Director, Shreyas Shipping & Logistics Ltd.

Service Beyond Commerce

Shreyas Shipping and Logistics, the Indian flagged vessel operating unit of Transworld Group, is a pioneer and market leader in coastal container shipping in India. It covers almost all the main ports and container terminals on the Indian coast.

The listed company on Indian bourses, Shreyas Shipping, which provides domestic multimodal transportation in the country is a preferred partner for mainline operators for exim transshipment services at the ports. It carries feeder, domestic as well as regional cargo. The company operates on a fixed day weekly services.

For its contribution to the coastal shipping in India during the year 2018-19, Shreyas Shipping and Logistics has won the prestigious Coastal Shipping Operator of the year Award.

The company has a total number of 13 ships and all are being operated on Indian coast. It has a gross total tonnage of about 3,00,000 tonnes. Shreyas has handled about 6,00,000 teus of containerized cargo during 2018-19 and close to 1,50,000 tonnes of non-containerized cargo. The company reported a stellar 30 per cent growth in containerized cargo during the last financial year compared to the previous fiscal.

The company connects to almost all the major and main private ports on Indian coast. Shreyas Shipping connects to the ports of Mundra, Kandla, Cochin, Tuticorin, Hazira, Mangalore, Pipavav, Jebel ali, Krishnapatnam, Kattupalli, , Kolkata, Haldia, Colombo, Paradip, Kakinada on the Indian coast. The company has added 1 new container vessel with a capacity of 2,490 teus. And it has also added a new service - ECX service during the last financial year. The company is in the forefront in adoption of latest technologies to bring in more efficiency and speed in operations. It has implemented ERP – Oracle.

Shreyas Shipping's coastal shipping services include Indian coastal feeder transshipment services, multimodal coastal logistics, fixed day weekly coastal service between all Indian main ports, weekly direct connections from East and South coast ports of India to the Middle East, own feeder services connecting Indian ports from West to East via Krishnapatnam, domestic, Exim Liner and feeder transshipment services, project cargo and ODC transportation services, break bulk cargo services on Indian coast. mg

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MARITIME INSTITUTION OF THE YEAR

ANGLO EASTERN MARITIME ACADEMY

Capt Sureen Narang, Principal, Anglo Eastern Maritime Academy along with his team receiving the award from **N. Sivasailam**, IAS, Special Secretary (Logistics), Ministry of Commerce, Government of India.

Excellent Placement Record

Anglo Eastern Maritime Academy (AEMA) is a leading maritime institution which is providing excellent academic courses and creating ready-made human resources for shipping industry in India.The institution offers boarding and lodging for about 360 cadets comprise of twin and triple sharing rooms.

The academy believes in practical learning and thus, it has constructed a ship forecastle area replica with a working mooring winch to educate the cadets in mooring operations. It has also setup seamanship lab and LS/FFA lab with various equipment and replica models to facilitate training.

A bridge simulator has been setup to provide hands on training to the nautical cadets. Besides doing regular steering practice, cadets will learn about functions of various navigational equipment like Radar, ECHO sounder, ECDIS etc. AEMA has a well-equipped library with technical books on all marine related subjects and an e-library is also available for the students.

The academy has built replica of a modern merchant ship's wheel house, installed an operational light house model near the lake shore which allows the cadets to practice identification of lighthouses from the characteristics of light.

It not only concentrates on education but also offers them recreation facilities such as outdoor games like basketball, football, volleyball and badminton etc. and various indoor games like table tennis, caroms, chess board are also available including a gymnasium for physical workout sessions.

Cadets are admitted only after following DGS and IMU criteria (60 per cent overall and 60 per cent PCM) which includes institute entrance exam conducted at various centers, interview, psychometric test, medical test etc. Presently the campus has an yearly intake of 240 DNS (Diploma in Nautical Science) and 160 GME (Graduate Marine Engineer) Cadets and 80 ETO's. (Electro Technical Officers).

Mock-up drills on various situations (emergency evacuation, boat drill etc.), safety procedures (safety inspection, near miss reporting, incident investigation), project assignments, physical training, steering practice for nautical cadets, comprehensive workshop training are conducted.

Professionals, academic faculties and instructors have been carefully chosen based on the special knowledge and skills that they bring to the institute. It has state of art navigational simulators and virtual reality stations which are integrated in training including 3G Welding. mg

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