

maritime

February 2012 ₹ 100 www.maritimegateway.com

gateway

ports • shipping • logistics



INDIA MARITIME WEEK

Keeping Up the Commitment



Collective thought and action add momentum to India's vision plan to become a global maritime destination. India Maritime Week makes the sincere start, in word and deed.

ACCELERATING YOUR GROWTH, BY BRINGING OPPORTUNITIES CLOSER HOME.



JAIGARH PORT



- Deep draught of 14 meters berthing capsized gearless vessels • Large back up area for in-transit storage
- All weather 24x7 operations • Strategically located between Mumbai and Goa • Customized handling solutions
- Competitive tariff structure • Environment friendly mechanised handling • Fast turnaround time

FROM THE PUBLISHER



Living It Up

A long-cherished dream became a reality. India Maritime Week, a conscious effort to bring the stakeholders in the industry together and engage them in a meaningful dialogue for a way forward, has finally come true.

Maritime Gateway extends heart-felt thanks to the Shipping Ministry, distinguished guests, speakers, exhibitors, sponsors, advisory council members, awards jury panel and experts for taking part in the event and supporting us in our endeavor.

Given India's promising economic growth over the next decade, the Ministry of Shipping has demonstrated its commitment to the growth of the vast and vibrant maritime sector by not only launching the Maritime Agenda but also actively pursuing the implementation of the vision plan. In this backdrop, it was indeed encouraging to have the Union Minister of Shipping's valued presence in the event. Our sincere thanks to the Minister!

We owe our gratitude to the Secretary, Shipping for being a guiding force throughout the initiative and to the National Shipping Board Chairman for being a valuable source of inspiration in terms of making the right suggestions at the appropriate time. The ministry's and senior government functionaries' association with IMW lends us the necessary strength to move forward.

The event has witnessed tremendous response to the various focussed sessions and forums and we extend our special thanks to all the representatives and members of trade associations and government sectors, who not only responded positively to our effort but also took the initiative to drive discussion on specific issues.

Held for the first time in the true spirit of partnership and in the backdrop of the Maritime Agenda, we hope to grow from strength to strength and scale new heights.

Keeping up the commitment and moving ahead with renewed focus is the mantra. We would be pleased to have your suggestions and feedback to better ourselves for the future.

Once again, our warmest thanks to all our well-wishers.

Best Regards

Ramprasad
ramprasad@gatewaymedia.in

CONTENTS

FEBRUARY 2012

Publications Director Ramprasad
ramprasad@gatewaymedia.in

Associate Editor Radhika Rani G
radhika@gatewaymedia.in

Sr. Assistant Editor Jagadeesh Napa
jagadeesh@gatewaymedia.in

Copy Editor Srinivas Reddy G

Head - Design Jayaraj Frederick

Sr Designers Vijay Masa, Lakshmi Dandamudi

Designer Nagaraju N S

Web Upender Reddy V

Head - Business & Events Wilson Rajan
wilson@gatewaymedia.in • 099499 05432

Marketing & Sales

Mumbai Dr Shibu John Head-Strategy & BD
shibu@gatewaymedia.in • 098676 82002

Delhi Manish Bothra Manager
manish@gatewaymedia.in • 91 98911 38952

Kolkata Nikhil Doshi Region Head
nikhil@gatewaymedia.in • 098369 96293

Chennai W Sudhakar Manager
sudhakar@gatewaymedia.in • 097899 81869

Circulation Unnikrishna Pillai S
unnikrishnan@gatewaymedia.in • 095059 19923

Maritime Gateway is printed by L Vijayanand Reddy published by L Vijayanand Reddy on behalf of Gateway Media Pvt. Ltd., Plot No.761, Road No.39, Jubilee Hills, Hyderabad – 500 033, A.P., India and Printed at M/s. Kala Jyothi Process Pvt. Ltd., 1-1-60/5, RTC cross roads, Musheerabad, Hyderabad – 500 020. and Published at Gateway Media Pvt. Ltd. Plot No.761, Road No.39, Jubilee Hills, Hyderabad – 500 033, A.P., India
Editor: L Vijayanand Reddy

Please note

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

Copyright

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

Feedback

Readers are advised to send all feedback and comments to editor@gatewaymedia.in

SUBSCRIBE

Phone : +91 (40) 2330 0061 / 2330 0626

e-mail : subscribe@gatewaymedia.in

write to : Gateway Media Pvt. Ltd., # 407, Fifth Floor, Pavan Plaza, Khairatabad, Hyderabad – 500 004, INDIA.
Tel : +91(40) 2330 0061, 2330 0626; Fax : +91(40) 2330 0665
www.maritimewaymedia.com

Digital Magazine: http://emag.maritimewaymedia.com

17th

06

Day One of the event marked the pre-conference workshop 'Developing A Successful CFS/ICD Business' by Eredene Infrastructure Pvt Ltd. The workshop equipped CFS/ICD operators with practical information and insights on building successful CFS/ICD businesses.



18th

08

Day two had the 2nd India Maritime Human Resources Summit that saw the academia and the industry exchange notes on tapping and promoting human capital. The Gateway Golf Tournament was held amid fanfare at the DLF Golf & Country club, followed by prize distribution and Special Dinner for Speaker & Partners of IWT.



19th

14

Day three had the inaugural of the main conference with three power-packed sessions.

Concurrent sessions – NISAA Business Forum, IPPTA OPEN Forum, The Inland Water Transport session and the Shipowners Forum were held.



20th

48

Day four of the event saw discussion on 'Port-led Development: Government Role and Strategies', 'Port Infrastructure and Connectivity' and 'Ship Building and Repair: Opportunities in Offshore & Defence Market'. AMTOI session on 'Multimodal Transport: Beyond Door to Door' was held concurrently.



21st

56

Day five and the last day of the event, despite being a Saturday and an off for most official gatherings, surprisingly saw full participation and in fact interesting debate in the sessions 'Liquid Cargo - Driving New Opportunities', 'Bunkering: Can India be a Destination?' and 'Technology and Innovation at Ports & Terminals'.



EDITORIAL ADVISORY BOARD

L Radhakrishnan
Chairman, Jawaharlal Nehru Port Trust (JNPT)

Capt Deepak Tewari
Chairman, Container Shipping Lines Association (CSLA)

B B Pattanaik
MD, Central Warehousing Corporation

Anand Sheth
President, Association of Multimodal Transport Operators of India (AMTOI)

Jasjit Sethi
CEO, TCI Supply Chain Solution

Anil Singh
Sr VP & MD, DP World Subcontinent

A Janardhana Rao
President, Indian Ports Association

Yogendra Sharma
CEO, Adani Rail Logistics Ltd

S S Kulkarni
Secretary General, Indian Private Ports & Terminals' Association (IPPTA)

Capt Ram Ramchandran
Former President, NISAA

Dr P Vijayan
Vice-Chancellor, Indian Maritime University

Capt Sanjeev Rishi
Advisor, Worlds Window Infrastructure & Logistics Pvt Ltd

Joachim von der Heydt
Chairman, Bengal Tiger Line, Singapore

Sudhir Rangnekar
CEO, Oman Shipping Co, Muscat

Capt Subhangshu Dutt
Vice President, Institute of Chartered Shipbrokers, Singapore



- Fleet Owners, Operators & Logistic providers approved by IBA
- Own fleet of over 580 vehicles and growing
- Another 1000 attached vehicles and market vehicles being plied regularly
- Import services including clearing
- Door to door services from the manufacturer anywhere on the globe upto your project site/plant
- Specialists in handling Project Cargo
- ODC is our speciality. Own Volvo vehicles with hydraulic axles.



**VENKATESH
LOGISTICS**

**VENKATESH
LOGISTICS PVT. LTD.**

IDEAL CENTRE, 3rd Floor,9, A. J. C. Bose Road, Kolkata - 700 017, India.
Ph : +91 33 4064 8050, +91 33 4064 8183, Fax : +91 33 4064 8183
e-mail : customercare@vlpl.in
www.vlpl.in

INDIA MARITIME WEEK

17 - 21, January 2012 - New Delhi

Keeping Up the COMMITMENT

India Maritime Week 2012, the premier maritime event in India has indeed made a good start in the right earnest. The focussed sessions and special forums, held in collaboration with the industry and several trade associations led to meaningful discussion on the event theme 'Creating Capacities for the Next Decade'. As the government and the industry was all set to walk the talk by working diligently on the Maritime Agenda 2010-2020, Maritime India saw renewed enthusiasm and hope for the coming decade.

Cold breeze and fog enveloped New Delhi on winter mornings in mid-January but the heat could be seen and felt at Taj Palace when India Maritime Week got going from January 17-21. The conference hall in the high-profile hotel was brimming with delegates who made their way through the chilly weather to be in time for the inaugural and

the various sessions that unfolded during the most happening event of the year.

The five-day event, packing two pre-conference session days and three days of focussed deliberations on ports and shipping, was all set to take off for straight talk. A host of concurrent sessions catering to specific themes concerning maritime trade and commerce were truly a knowledge- and value-add. Not to mention the Gateway Golf Tournament and the Awards Nite. Or the regular cocktail and dinner networking opportunities that saw people renew personal & professional ties and deals.

As the inaugural added momentum to the event, three power-packed sessions unfolded with the day. Concurrent sessions saw packed audiences in the family of the Taj halls – Mumtaz Mahal, Jahanara, Roshanara, Sheesh Mahal

– and not to mention the Durbar Hall where the exhibition was on in full swing. NISAA Business Forum on 'Container Logistics: Prospects & Threats', the IPPTA OPEN Forum on 'PPP in Infrastructure: Experiences and The Way Ahead', the Inland Water Transport session on 'Opportunity Beckons: IWT in India' and the Shipowners Forum on 'Policy to Piracy' had serious discussion by the fraternity on the way to growth and capacity creation. Not to forget the AMTOI session on 'Multimodal Transport: Beyond Door to Door'.

India Maritime Week lived up to what a whole lot of well-wishers had to say, "everything so meticulously planned and executed with elan." **MC**

For more information on the event such as session synopsis and photographs or to download the event newsletters, log on to www.indiamaritimeweek.com

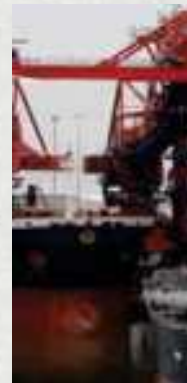
A Passion... to Excel... to Deliver.

A Passion... to excel... to deliver. To power the nation into an orbit of faster growth by creating energy self-sufficiency. We believe this passion comes from years of focused and dedicated commitment. We at the ABG-LDA Group draw our inspiration from the legacy of our founding principles. And it is this inspiration we have tried to infuse into our child – Tuticorin Coal Terminal Pvt Ltd.

V.O. Chidambaranar Port Trust..., "(formerly Tuticorin Port Trust)" a major port in Tamil Nadu, is gearing up to meet the huge anticipated increase in coal traffic. Tamil Nadu is home to several upcoming imported-coal based power projects, including ultra mega power projects, that are likely to see coal traffic rising at V.O. Chidambaranar Port. "(formerly Tuticorin Port Trust)" Tuticorin's biggest step in this direction is the North Cargo Berth (II) that is being developed by us (ABG-LDA Group).

This cargo berth will be a state of art and highly mechanised coal-handling facility consisting of gantry cranes, conveyor system, stackers, reclaimers and modern automation and the terminal envisages to handle upwards of 14 MMTPA of cargo annually.

The Union Minister of Shipping, Shri GK Vasan, laid the foundation stone for the North Cargo Berth-II at the V.O. Chidambaranar Port on January 24, 2011



TUTICORIN COAL TERMINAL PVT. LTD.

Head Office: Ground Floor, Bhupati Chambers, 13, Mathew Road, Mumbai - 400 004, India.
Tel: +91 22 6656 3019, Fax: +91 22 2364 9236, www.abgworld.com / www.lda.fr

Tuticorin Office: 146, Manickam Towers, 3rd Floor, Palayamkottai Road, Tuticorin 628 003
Tel: 0461 4000 702/703

17th 18th 19th 20th 21st

Building Base for Container Freight

For all those keen on establishing a Container Freight Station (CFS), the pre-conference workshop on "Developing a Successful CFS/ICD Business" proved useful. Organised by Eredene Infrastructure Pvt Ltd, the workshop marked the beginning of India Maritime Week.

➤ This workshop was aimed at equipping existing CFS/ICD operators as well as potential promoters looking to venture into this space with information and insights on building successful CFS/ICD businesses. The day-long workshop was divided into two sessions. While the forenoon session dealt with planning, designing, funding and building the CFS/ICDs, the post-lunch session focused on operational issues like yard management and technology solutions for cargo visibility and client interaction. Issues like capex, financing, returns on investments and improving operational efficiencies were discussed.

Senior representatives of the Mumbai-based Eredene Infrastructure Private Ltd gave



"The emphasis should be on two factors; the average ground level of the CFS plot and

adequate draining measures.

It is a must to study the slope to avoid water logging, which can be very damaging for CFS business. Having adequate parking space – which is ignored by many CFS – is also a must to avoid losses in operational hassles."

Arun Altekar, Director at Eredene

participants an unparalleled brush-up into the logistics and financing nuances of setting up a CFS and the issue of CFS planning and designing.

It was rightly stated that the first step towards ensuring the success of a CFS was to choose the right location – which is closer to a port with good connectivity and is able to get good container volume.

An important issue which was highlighted was that of land cost. Nirav Shah, senior associate of Eredene, rightly mentioned that since land cost amounts for a substantial cost of setting up a CFS, it should be well deliberated. "One should acquire a large single holding and it is not necessary that it has to be on the main highway. Setting up the CFS a few kilometers off the road can significantly reduce the project cost," said Shah.

The speakers from Eredene also laid a lot of emphasis on market studies and involving consultants



17th 18th 19th 20th 21st

at all stages, construction, implementation and operations. Their services would prove valuable as they can provide knowledge not only about the latest trends, but also well equip a CFS for the future changes and contingencies. Furthermore, a CFS facility should be designed in a flexible manner in order to accommodate future expansion. A flexible master plan can also help in coping with any drastic shifts in policies and their cascading effects.

Giving an insight into facility development, Arun Altekar, director at Eredene, said that the emphasis should be on two factors; the average ground level of the CFS plot and adequate draining measures. He added that it is a must to study the slope to avoid water logging, which can be very damaging for CFS business. Having adequate parking space – which is ignored by many CFS – is also a must to avoid losses in operational hassles.

Participants of the workshop showed a lot of interest in the discourse about cost and financing. Ranveer Sharma, principal, Eredene,



"There are no set standards for utilisation of container freight stations in India. Therefore, they are either over-utilised or under-utilised."

Capt Sanjeev Rishi, Advisor, Worlds Window Infrastructure & Logistics Pvt Ltd



"We are absolutely blank as to where our containers are placed. CFS operators should come together and set up standard operating procedures at the earliest."

S Ramakrishna
Managing Director, Balaji Mariline Pvt Ltd

said that for financing a CFS, they has to be a optimal mix of debt and equity, with them being in a 60 to 40 ratio. "A 60 to 70 per cent debt

level is what a CFS project can withstand," Sharma said. For a CFS which is about 25 acres huge, a developer needs to invest about ₹54 crore, of which about ₹21 crore needs to be raised in equity."

Stressing on the need for leasing equipments like the reach stacker for increasing the cash flow, he said that the payback period of a CFS project usually ranges from five to seven years.

The afternoon session focussed on managing container yards and improving operational efficiency. Capt Sanjeev Rishi, Advisor, Worlds Window Infrastructure & Logistics Pvt Ltd, spoke on eliminating waste resources in a container freight stations. He said that there no set standards for utilisation of container freight stations in India.

Therefore, they are either over-utilised or under-utilised. Over-utilisation on one hand leads to delays and cost escalation and on the other hand, it adds nil value addition to the customer. Capt Rishi emphasized on having a terminal manual to set standards and procedures and bring in transparency in operations. Secondly, he highlighted the issue of eliminating waste resources that hinder the operational efficiency. Finally he adds that a good CFS would follow the four R's – Rolling Stock, Responsiveness, Reliability and Replacement.

Towards the end of the workshop, S Ramakrishna, brought in the user perspective of container terminals. As a user, he expressed disappointment as far information exchange and e-commerce capabilities of terminals operators. "We are absolutely blank as to where our containers are placed," said Ramakrishna.

He also suggested the CFS operators to come together and set up standard operating procedures at the earliest. **MG**



17th 18th 19th 20th 21st

Time to Strengthen Maritime Education

What an honour it was for the 2nd India Maritime Human Resources Summit to be graced by none other but Union Minister of State for HRD Dr D Purandeswari. It made perfect ground for her to be appraised of the need for her Ministry to appreciate and recognise Maritime Education as 'An emerging area with promise for excellence'. This is the catchphrase and has deep connotation in Higher Education. So far, maritime education was only considered skill-based and for shipboard duties. But as highlighted at the HR Summit, the scope now extends to a number of niche marine industry verticals that are fast emerging following the burgeoning economy. Higher education and research in maritime education was practically non-existent in the country and this area needs to be much strengthened with all the support from Ministry of HRD. The various funding agencies and departments need to be sensitised and asked to acknowledge and support efforts in this direction, which the Ministry of HRD can very easily initiate.



Dr D Purandeswari, Minister of State HR Development



Capt S Bhardwaj, Vice Chancellor, AMET University,



Mr Sabyasachi Hajara, Chairman & MD, Shipping Corporation of India

Hajara's presence as the CMD of Shipping Corporation of India much underlined the need for the concept of the National Shipping Line to be further strengthened and not allowed to wither away. It was acknowledged that whatever maritime prowess this country could boast today was undoubtedly creditable to the efforts of highly skilled and excellent manpower groomed in SCI.

The HR issues of the four shipping industry verticals that are

growing very fast in this country (a) Ship Building and Ship Repairs, (b) Ports, Terminals and Harbours, (c) Ship Operations and Ship Management and (d) Maritime Commerce and Services were deliberated upon at New Delhi – the power centre of the country and the Gateway team has done an excellent job to come out with the "Blueprint for Success of Maritime HR" ably capturing the proceedings and synthesising the key issues. **MG**



Minister of State for Human Resource Development Dr Purandeswari talks of the need for encouraging maritime careers during the inaugural of the 2nd India Maritime Human Resources Summit, held as part of India Maritime Week in New Delhi on January 18.



DRY PORT

THE FIRST FULLY FUNCTIONAL ICD IN DURGAPUR

- ICD import consignments are exempted from compulsory CFS removals, i.e. lower cost
- Lower port charges for ICD consignments for both exports & imports
- Free time of import boxes start after arrival at ICD
- Easy and anytime entry of export boxes arriving from ICD (subject of COPRA)
- Fully functional and EDI enabled Inhouse Customs facility
- Bonded & Non-Bonded Warehouse facilities
- Empty container depot & MNR facility available
- Rail service also available from / to Kolkata / Haldia and Vizag from / to Durgapur



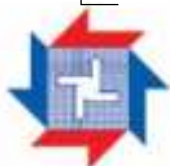
Presently MAERSK, MSC, APL, CMA-CGM, NYK, MOL, HAPAG LLOYD are accepting imports upto ICD DURGAPUR as PLACE OF DELIVERY under through B/L Status

Commercial Enquiries:

Anusree : anusree@alliedicd.com
Praveen : praveenmishra@alliedicd.com

Location:

EPIP, Banskopa, Durgapur, Dist. Burdwan, West Bengal - 713 212.
Tel: 0343-253 2731 / 253 2732, Fax: 0343-253 2730



ALLIED ICD SERVICES LTD

Custodian of ICD DURGAPUR (Dry Port), Appointed by Govt. of India.



Registered Office: 2, N.C. Dutta Sarani, Sagar Estate, 7th Floor, Room No.3, Kolkata - 700 001.

Tel: 033-2231 8220 (10 Lines) / 2213 3617 / 2231 4576, Fax: 033-2231 3631 / 2210 2113, e-mail: allied@alliedicd.com

www.alliedicd.com

Session I: Ship Building and Ship Repairs

➤ The session captured the attention of everyone with focussed discussion on skill development and human resources in the ship building and ship repair sector. “We need to have a build strategy,” said Hrishikesh Narasimhan. The build strategy defines the process in a yard and allows to standardise layout, equipment and production design.

“This helps us to define worker skill and competency. We have the recommend the required skills,” he added. Dilip Chenoy explained how the industry can achieve skill development by setting up collaborative skill development and training centres and having their requirements made into a common resolution on which it can be acted upon. Cmde Jitendran



Cmde M Jitendran, Chief Consultant, Indian Register of Shipping and Chairman, Conceptia Technologies, session chair Mr Antony Prince, President, GRT Campbell Marine Consultants Ltd, Mr Dilip Chenoy, CEO & MD, National Skill Development Corporation and Mr Hrishikesh Narasimhan, Head Production, L&T Shipbuilding during the panel discussion.

presented data and information on how a greenfield shipyard like Pipavav, located in a remote area, has single-handedly pursued human resource development to meet its requirements in ship building.

The industry has to come together and make a common voice

as to their requirement and be heard by regulators, said Antony Prince. The industry, the institutions and the NSDC should form a common agenda to bring about skill development. Also, the industry should take upon itself creation of viable career paths for youth entering the sector, summed up Antony Prince. **MB**

Session II: Ports, Terminals and Harbours

➤ The session focussed on the need for specialists in port and terminal management. Atulya Misra gave the perspective from the public sector point of view. He said the best of human resources entered PSUs due to factors associated with the PSU sector. However, over time, as government policy changed course, there were a lot of staff in major ports which were not being optimally utilised despite being well qualified and trained. He suggested private sector ports could meet a fair amount of their manpower needs by tapping this resource. Universities should encourage a more holistic approach when training students in port management, he noted. Erik van Celst outlined the way that would help India achieve the desired quality of human resources for



Mr Atulya Misra, Chairman, Chennai Port Trust, session chair Mr Erik van Celst, General Manager, Ports & Water, Technum-Tractebel Engineering Antwerp and Mr Suresh Amirapu, Managing Director, Portman India Pvt Ltd during the discussion.

ports and connected facilities. The way forward would be to focus on blue collar, university students and existing professionals. Capt Suresh Amirapu pointed out that the brunt of the lack of a sufficient pool of trained manpower was being faced

by private ports and terminals since this area was developing the fastest. What we need, he added, are policy and regulation to be closely aligned to the sector's manpower needs and training delivery methods to meet these needs. **MB**

Session III: Ship Operations & Ship Management

The session called for the need for a united front face of the shipping industry to bridge the operations and decision making. Capt Navin Passey pointed out that seafarers today are concerned about piracy, criminalisation, fatigue with less crew, isolation, lack of communication with the family, technological and regulatory changes brought about and thumped about them. It is time to have a support system to bring up own talent from within. Half of the shortage today is because the talent is being absorbed by ancillary industries and there is need to replenish the stock. "We need to advertise seafaring careers. Greater awareness will get us greater selectivity," he added. Capt Lavji Mistry felt the need for competent crews as they will be more productive, reduce risks and



Capt Inderveer Solanki, Vice-President, Applied Research International, session chair Capt Navin Passey, Managing Director, Wallem Shipmanagement, Capt Lavji J Mistry, General Manager, BW Maritime Pte Ltd and Mr Pradeep Correa, Director, HRD, The Great Eastern Shipping Co Ltd during the session.

result in shorter down times and fewer accidents. Capt Correa gave the Indian shipowners perspective and called for building a positive image of seafaring. Capt Solanki gave the point of view of training institutes. The need to attract talent, show career path including alternate careers and lateral entries, awareness campaigns, training on simulators from induction and mentoring on

vessel are important. One point that clearly came out is that there is a lot of work to be done in ship board competencies. The government, the institutes, the shipowners and the seafarers are all stakeholders in the learning process. If all the four work together, they can take Indian seafaring to a new level. So time to refocus to maintain the continued excellence, the panelists felt. **MG**

Session IV: Maritime Commerce and Services

The session discussed the need for deeper talent pool. Capt Dinesh Gautama said the industry needs to step capacity building in a big way – in house as well as through partnering – with training institutes and the government. Mentoring by organisations and appropriate government policy framework changes can help meet the dearth of talent, he added. Capt Chandra Mowleeswaran highlighted the need for all stakeholders to join hands to bring about the change in the mindset so far as HR is concerned in commercial shipping. "If it does not happen, we would lose out on the cream of the society and be left with only the "also rans" joining our profession," he noted. Despite the fact that 6,316 shipping and cargo agencies exist in the country,



Capt R Chandra Mowleeswaran, President, German Express Shipping Agency, session chair Capt Dinesh Gautama, Advisor, Container Shipping Lines Association, Mr Lakhbir Sidhu, Fleet Manager, Heidmar Inc, New York and Dr V K Gupta, Advisor, Professor - Logistics and SCM, Institute of Management Technology, Ghaziabad during the session.

having 7 to 15 per cent of attrition, we have no dearth of talent but we need to have a different approach to managing HR given the poor rate of entry, he added. Capt Lakhbir Sidhu said India should provide a more enabling environment to

attract foreign maritime commercial organisations to set up shop in India. Drawing the example of a resilient Japan, Dr V K Gupta said, "We should take Japan's help in setting up training institutes and develop India's manpower in maritime commerce." **MG**

17th 18th 19th 20th 21st

Session V: Behavioural Competencies for Shipboard Management

➤ Ajay Achuthan, Director (Projects & Development), Maritime Training & Research Foundation spoke on bridging the gap between training, learning, performing and competence and selecting and grooming the right seafarer through pre-decided behavioral competencies.

The desired outcome is to replicate the competencies of successful people in less successful people through hiring, training, assessment, and development programmes, he said.

A common grievance amongst shipping professional is that there is reducing amount of transfer of knowledge and skills from seniors on board to junior staff. "If we fail the youngsters, they will fail us," he said.

In order to ensure this and allow our seniors to command respect, we propose that it be mandatory for Masters and senior officers to



Capt Ajay Achuthan, Director (Projects & Development), Maritime Training & Research Foundation

transfer and show proof of transfer of knowledge and experience for a period of six months in five years either on board or ashore under an auditing learning system scanner, he noted.

There is need for broad-based approach to training, especially in commercial shipping, rather than licenced-specific training. To improve commercial shipping, we need to make it attractive, get a good leader and concentrate on three levels – strategic, tactical and operational. The knowledge and skills are very much there at the moment. We need to change the attitude and behaviour of our seafarers. [MG](#)



"Responding to the needs of the industry, AMET University already had the first batch of BE Naval Architecture that passed out last year. They are very well placed in the industry. We now have a BE in Harbour Engineering, the first time ever in the country, and the first batch is passing out this year."

Capt S Bhardwaj, Vice Chancellor, AMET University

Session VI: Blueprint for Success of Maritime HR in the Country



Capt Lavji J Mistry, General Manager, BW Maritime Pte Ltd, Mr Antony Prince, President, GRT Campbell Marine Consultants Ltd, Mr Erik van Celst, General Manager, Ports & Water, Technum-Tractebel Engineering and Capt Dinesh Gautama, Advisor, Container Shipping Lines Association by summarising the proceedings of their respective sessions.

17th 18th 19th 20th 21st

Gateway Golf Tournament 2012

Tempo on the Teeing Ground

It was a day when corporate bigwigs across the maritime industry shed their brooding gruff image and let their boyishness come to the fore. On a cold January morning, the sprawling and verdant DLF Golf Club, Gurgaon, was the venue for the Golf tournament. The heavy mists of the morning gave way to bright sunshine at noon. Notwithstanding the slightly inclement conditions, it was a perfect afternoon nonetheless.



The tournament began after a sumptuous meal served in the open. With the food tucked in, the men, nay the boys, took up the challenge with gusto. The regulars to the game scanned the verdant green, mentally strategising the game. Muscles were flexed and grasses were tossed in the air to check the wind direction. It was serious business! The first timers too were there, but were undaunted by playing with the veterans of the game.

Seeing the light mood all round, one of the women spectators coyly remarked "the men will always be boys". **MG**



17th 18th **19th** 20th 21st

Inaugural Session : India Maritime Week

Maritime Agenda Needs Thrust

The inaugural session for the India Maritime Week, which remained a highlight over the entire event, was marked by an over-capacity attendance leading to a standing room situation. The high profile audience included not just the who's who of India's maritime sector, but also a sizeable number of people from other related entities, both Indian as well as foreign.

➤ The much-awaited inaugural of India Maritime Week 2012 took off with overwhelming participation from the maritime fraternity on a chilly morning in New Delhi. Taj Palace Hotel played the perfect venue with the right ambience pervading all around. Union Minister for Shipping, G K Vasan, Secretary, Ministry of Shipping, K Mohandas and Chairman, National Shipping Board, Capt P V K Mohan actively took in the inaugural of the conference and the exhibition later on.

K Mohandas spoke about how the various maritime segments in India, which tended to function



"To tide over the shortcomings and head towards the goal in the maritime sector,

I welcome the collective thought of the industry and the stakeholders on the prevailing regulations and seek suggestions for improving the efficacy and efficiency of the governing and operating systems. I am happy to declare open India Maritime Week 2012."

Shri G K Vasan
Union Minister of Shipping

separately, needed to come together under a common umbrella and how the government would respond as well as take matters further to cogent references from such a body, which by rights would also be a voluntary and nonprofit body. The country, of course, needs more investment, more technology, more ports and therefore, greater maritime strength.

In addition, he advised the industry to understand that a balance had to be struck between ambition and realities, especially within the context of a democracy. Investments in the private sector were not the only need, since a sustainable path forward which included financial



Mr K Mohandas, Secretary, Ministry of Shipping, Mr Ramprasad, Executive Director, Gateway Media Pvt Ltd, Shri G K Vasan, Union Minister for Shipping, Government of India and Capt P V K Mohan, Chairman, National Shipping Board during the inaugural.

17th ◀ 18th ◀ **19th** ◀ 20th ◀ 21st



Audience applauding a point made by the minister.

and other involvements was also part of the larger picture. The maritime sector in India needed to play not just a national or regional role, but also a global one.

Capt P V K Mohan then spoke extempore on his vast range of experiences as a seafarer, technologist, domestic and global businessman and now as part of the establishment. No two countries could have a similar model, and what India needed, according to him, was a reasonable mix of captive capacity and common user facilities in port infrastructure.

But capacity creation, the theme of the conference, was not the only need. There had to be an agenda, budget, deeper ports, efficiency and finally, a foray abroad to secure all this. He also stressed on the urgent need for rapid evolution of coastal and inland shipping, where very little had been done over the past few decades, and much needed to be done.

Honourable minister G K Vasan then took the floor, and spoke about



"In spite of inter-segmental variations in thinking, it is necessary and possible that the whole maritime sector thinks together. The

initiative by Gateway Media to sow the seeds of bringing together the industry is a very good one."

K Mohandas
Secretary, Ministry of Shipping

the maritime agenda of the Ministry of Shipping, which aimed to increase the port capacity to 3,200 million metric tonnes at an investment of almost ₹3 lakh crore over the next decade. This was under the Maritime Agenda vision 2020 document. He also gave a brief view of the way the ministry was working towards that objective.



"Capacities definitely need to be enhanced and we need to build capacities in such a way that we meet the challenges for the next two

decades. The good news is that more and more infrastructure companies are coming forward to take part in port development."

Capt P V K Mohan
Chairman, National Shipping Board

In addition, in the last two years, the Ministry had awarded about 22 PPP projects worth over ₹6,000 crore, and the ministry was also finalising new land policies, captive port policies, shipping trade practice bill and more. An emphasis on training of marine professionals was also in focus, for floating staff as well as shore support. **MG**

17th 18th **19th** 20th 21st

Plenary Session : Creating Capacities: Lessons Learnt Clearing Capacity Challenges



(L to R): Mr Ajay Kumar Mathur, Executive Director & Chief Operating Officer, International Coal Ventures Pvt Ltd, Mr Yudhishtir Khatau, President, BIMCO, Vice-Chairman & Managing Director, Varun Shipping Company Ltd, session chair Mr S Shahzad Hussain, OSD, Maharashtra Airport Development Co Ltd and Dr Ashok Kumar Balyan, Managing Director & CEO, Petronet LNG Ltd during the plenary session on capacity creation.

Is there a silver lining to every cloud? This thought must have occurred in the minds of many who attended the plenary session on Creating Capacities: Lessons Learnt, as it once again underlined the very challenging times being faced by the global shipping industry.

The supply-demand scenario for all three shipping segments – dry bulk, tankers and container shipping – kept moving in the negative direction during 2011. For instance, despite being offset by a record high level of demolished tonnage, the dry bulk shipping fleet grew by more than 14 per cent. However, the demand grew by little more than 4 per cent, and consequently average earnings dropped by 44 per cent (as compared to the 2010 levels).

The scenario for crude oil tankers was no better, as there was very



“Our main ports of imports are Vizag, Paradip and Haldia. We are also looking

at private ports that are coming up on the east coast and we’ll diversify some of the cargo to these ports.”

Ajay Kumar Mathur

Executive Director and COO
International Coal Venture Limited (ICVL)

little scrapping. “The situation may get worse with many refineries being set up in the East, implying less voyage days for the ships,” said Yudhishtir Khatau, president of the Baltic and International Maritime Council (BIMCO) and chairman and MD, Varun Shipping. With major oil consuming nations facing many growth challenges and fleet

growth registering a record high, owners may be left with very poor earnings and a lot of tonnage to be delivered during 2012. The story for oil product tankers is no different, except for witnessing more scrapping than the rest.

Ashok Kumar Balyan, MD & CEO of Petronet LNG Limited (PLL) threw light on the LNG imports into India and the facilities they have created to cater to the domestic demand. He said that PLL has a 10 million tonnes capacity facility at Dahej in Gujarat and a 5 million tonnes facility in Kochi that is nearing completion. They are also looking at the possibility of having a third terminal on the east coast. “In the future, PLL has plans to create import capacity of 30 MMTPA. As the LNG industry grows, we are proposing that smaller ships can be used for transportation for LNG to places like Andamans. Using the inland mode of transportation will help curb GHG emissions,” said Balyan.

Ajay Kumar Mathur, Executive Director and COO of International Coal Venture Limited (ICVL) revealed that there would be a manifold increase of coal imports in the next three years. He said that large PSUs like SAIL and NTPC are in the expansion mode and would require huge amounts of imported coal. Similarly, Coal India Limited has been entrusted with the responsibility of importing coal for its users. Though port capacities are expanding to meet this surge, the inland connectivity capacities would not be sufficient to handle these quantities and need to be expanded. Mathur also gave a picture of the logistics of bringing coal to India from Australia, Indonesia, Mozambique, South Africa, USA, Canada, Mongolia and Russia. **MC**



Seamless Intermodal links

Post-Panamax ready

Deep, ice-free year round

Capacity to grow

Your shortest route to the most efficient service.

The Port of Halifax is your quickest route to 43% of North American buying power. Located on North America's eastern seaboard, it's also your first gateway to Eastern Canada and America's economic heartland. Serviced by CN Rail, North America's leading rail network, the Port of Halifax has fast and direct access to over 40% of the North American population.

Via the Suez Canal, Halifax is 1500 nautical miles closer to India than any other West Coast port and one day closer than any East Coast port. Halifax's deep, ice-free harbour is one of the few eastern seaboard ports able to accommodate fully laden post-Panamax ships. Let the Port of Halifax connect you to over 150 countries worldwide.

For more information please contact Alison Winsor at 902.426.7544 or awinsor@portofhalifax.ca or visit us online at portofhalifax.ca



Ambassador India

**Jeena
& COMPANY**

www.jeena.com

For more information Contact:
Alison Winsor
Business Development
and Operations
Tel: 1 902 426-7544
email: awinsor@portofhalifax.ca
www.portofhalifax.ca

Your most efficient link between India and North America.



17th 18th **19th** 20th 21st

Session II : Future Of Dry Bulk Market: Keeping With The Demand

Shifting Dry Bulk Fortunes

With the shift in the demand drivers for dry bulk trade and logistics to Asia, India, being very much a part of the region, faces various challenges and opportunities. The session aimed to assess these challenges and opportunities in order to provide a better perspective to stakeholders on the way forward.

Ajeya Kallam opened the session with a comprehensive presentation on the current dry bulk trade scenario – indicating that this trade has shifted towards China, India and Brazil. The goals set under the “Maritime Agenda Vision 2020” document were clearly taken into account by the Twelfth Plan working Group. He said there was a conscious policy shift to lay far more emphasis on increasing the port capacity buildup efforts in the ‘minor’ ports sector rather than in the major ports sector as was happening.

Richard Pechkam explained how changing bulk commodity demand trends affected the efficient



“Dry bulk is no doubt poised to grow. But what is required is effective integration

of the logistics and supply chain. The rail and road network is growing proportionately with the growth port infrastructure.”

Ajeya Kallam
Chairman, Visakhapatnam Port Trust

and safe operations of dry bulk terminals. He showed the ways his organisation was working with regulatory organisations like the IMO and various shipowner groups to find win-win solutions. He felt there was an urgent need for individual national maritime organisations to take into consideration the concerns of the dry bulk terminal operators when formulating maritime regulatory policy through UN organisations.

Raychaudhary pointed out that the need to greatly reduce the logistics costs of moving coal in India requires urgent attention. The ‘skewed towards the East’ nature of the movement of coal within India also needed to be addressed so as to achieve a geographical balance in its logistics.

A Balakrishnan struck an optimistic note saying the world has been through six economic crises in the last 40 years and said that Asia will buoy the bulk trade through the current hard times faced by marine logistics providers.

Ravi Chopra cautioned that it would be foolhardy to claim anyone could read what the dry bulk market would do in the near future. He warned that since freight rates were under tremendous downward pressure, charterers, especially those acting for Indian entities, should be beware of contracting the cheapest tonnage as often such is not the safest. **MC**



(L to R) Mr Richard Pechkam, ED, International Dry Bulk Terminals Group, Mr P Raychaudhary, ED, Steel Authority of India Ltd, session chair Mr Ajeya Kallam (IAS), Chairman, Visakhapatnam Port Trust, Mr Ravi Chopra, Director, Interocean Group, Mr Arun Balakrishnan, Sr. VP (Global Head-Shipping & Logistics) OLAM International, and Capt Vijay Kumar Sharma, VP-Shipping, Bhatia International Ltd.

17th 18th **19th** 20th 21st

Session III : Changing Face Of Container Shipping: What To Expect?

Slow Steaming to Stay



(L to R) Mr Simon Trobe, Managing Director, APL (India) Pvt Ltd, Mr Shailesh Garg, Director-GM, Drewry Maritime Services Pvt Ltd, Capt P Mukundan, Director, International Maritime Bureau, Mr Dinesh Lal, Executive Director, Maersk India Pvt Ltd, Mr S S Hussain, OSD, MADCL, Mr Kevin D Souza, Director, Commercial & BD, DP World, Capt Deepak Tewari, CEO, MSC Agency (India) Pvt Ltd and Capt Subhangshu Dutt, Executive Director, Krishnapatnam Port Pte Ltd, Singapore pose for a photograph after the session.

Since the time container shipping came into existence, it has changed the way the countries traded. Today with tonnage supply in excess of the cargo demand, leading industry leaders share their way of tackling this situation.

Dinesh Lal, ED, Maersk India Pvt Ltd, revealed how ships have grown in size from a 6,500 TEU ship to 18,000 TEU over the years and owners are looking forward to building ships virtually sized up to 22,000 TEU. Twenty top carriers own 84 per cent of the total container tonnage of the world and 29 per cent of the tonnage is on order. Amongst the new buildings, half of the ships on order are above 10,000 TEU which limits the ports of call that these ships can visit.

Capt. Deepak Tewari, CEO of MSC India Pvt Ltd, said that with larger container vessels being built, it was amply clear that each slot in a container vessel over 10,000 TEU costs \$150 to \$200 less. Slow

steaming was one of the key points he laid emphasis on. This, he said, saved the sinking profits of the container industry reducing vessels DRC (Daily running costs) from 40 to 50 per cent by reducing the bunker consumption. The new ships are being designed for slow steaming and the older ones are being modified to run on similar patterns.

Kevin D Souza, director of DP World, said their income depended on how the container industry performed. He urged for a revision of the PPP policy wherein risks are spread equally between the partners. He also urged to do away with the



"In the next two years, shipowners will be extremely careful in what type of tonnage they deploy and in which sectors they ply their ships."

Capt Deepak Tewari
CEO of MSC India Pvt Ltd

practice of fixing tariffs for container terminals.

Simon Trobe, MD, APL India Pvt Ltd, remarked that slow steaming is here to stay. The supply of new container tonnage is more than what the present demand is. "Quality goes up and the price goes down," he averred.

Shailesh Garg from Drewry pointed out that 2009 was the worst year for container shipping which since the first time its inception, saw a decline.

Capt Mukundan, director of International Maritime Bureau, gave a presentation on the status of piracy today, specially on the hijacking of ships in and around the Gulf of Aden and the Arabian Sea. A ship if hijacked, takes six to eight months before it gets released which can be quite a long time for a container ship. Importance was given to the presence of armed teams onboard and the subsequent change it has brought in bringing down the pirate attacks. **MB**

17th ◀ 18th ◀ **19th** ▶ 20th ▶ 21st

NISSA : Container Logistics: Prospects & Threats

NISAA Organises its 2nd Business Forum at IMW

▶ Northern India Steamer Agents Association (NISAA) utilised the platform of India Maritime Week to organise the 2nd NISAA Business Forum. Known for its active role in bringing to fore issues faced by its members, the association works closely with different government departments and industry to enhance the containerised trade in north India. It has an excellent track record of representing many a burning issue of the trade to the concerned government departments and has sought solutions.

The NISAA Business Forum was developed in these lines to discuss and deliberate on the issues concerning container shipping fraternity in the Northern India. India Maritime Week proved to be

a successful platform for NISAA to organise this Forum as huge numbers turned in for the event.

The Forum was divided into two sessions. While the first session has focus on infrastructure and connectivity related issues, the second session dwelt on operational issues among the various stakeholders in container trade.

DFC may soon be operational

Speakers in the first session touched upon some very pertinent issues plaguing the maritime industry. The first session had the theme – Infrastructure and Connectivity and issues like EDI connectivity and dedicated freight corridors were discussed.

Dhiraj Rastogi, Additional Director,

Central Excise and Customs, dwelt on the need to connect the various ICDs and CFS with EDI. On the recovery of MOT charges, he agreed that these should be waived off once a level of volume has been attained. However, he said that this was in the purview of Ministry of Finance and requested the trade to take the matter up directly with the ministry.

P N Shukla, Director Operations and Business Development (DFCCIL), had some good news for the trade. The DFCCIL, a special purpose vehicle, has been formed as a public sector undertaking of the Ministry of Railways to implement this project. Initial construction contracts for 105 kilometres in Eastern DFC and for 54 major and important bridges on Western DFC have been awarded and work is in progress.



Session I: (L to R) Capt Sajneev Rishi, Advisor, Worlds Window Infrastructure & Logistics Pvt Ltd, Mr Dheeraj Rastogi, Additional Director, Central Excise and Customs, Mr Yashvardhan, Director, International Marketing, CONCOR, Mr A Janardhana Rao, MD, Indian Ports Association, Mr P E Prasad, General Manager (commercial), CWC and Mr Amitabha Chaudhary, General Secretary, ACTO.

17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st



Session II: (L to R) Capt Sriram Ravi Chander, COO, VCTPL, Capt Alpesh Sharma, CEO, DP World Nhava Sheva, Capt Sandeep Mehta, CEO - Container Business, Adani Ports & SEZ Ltd, Mr Girish Tuteja, DGM, Logistics & SCM, Moser Baer India Ltd, Mr Arun Mohindra, Vice President, NISAA, Capt Ram Ramachandran, MD, Red Eagle Shipping Pvt Ltd and Capt Ajay K Kaura, President, NISAA.

Dedicated Freight Corridors will have world class and state-of-the-art technology. He announced a slew of measures that would be adopted in the DFC. The speed of the trains would be enhanced to 100 km per hour in comparison to the current speed of 75 km per hour. The station spacing would be 40 km instead of the current 7 km. Shukla clarified that since this line was freight corridor, the requirements of stations was far less. The train length would be increased from 700 metres to 1,500 metres. The rakes will carry loads of 15,000 tonnes instead of 4,000 tonnes.

He further added that the DFC would most likely be operational by 2016. In response to a delegate's query that land acquisition was a major problem, he stated that it was not so as projected. "The acquisition of land takes place in two stages. In the first stage, the land is identified for acquisition and in the next, the



"10,800 hectares of land were to be acquired for the project of which almost 50 per cent has already been acquired. The balance acquisition is expected to be completed June 2012."

P N Shukla, Director Operations and Business Development, DFCCIL

quantum of compensation is worked out."

No land, he stressed, has been held up owing to acquisition imbroglio. However, there were litigations with regard to the quantum of compensations to be doled out. Shukla stated that 10,800 hectares of land were to be acquired for the project of which almost 50 per cent has already been acquired.

The balance acquisition is expected to be completed June 2012.

The project is to be completed in three phases. The first phase would be Rewari-Vadodara link, the second, Vadodara-JNPT link and the third phase would be Rewari-Dadri link. A particular phase would begin only after the completion of the preceding phase.

P E Prasad, general manager (commercial) from the Central Warehousing Corporation (CWC), announced that they were able to make large technological strides in warehousing technology owing to their association with the private sector. They were not only able to bring down costs but also bring certain level of professionalism. CWC operated 36 CFSs / ICDs for containerised movement of import/export cargo. He was confident that by December 2012, all the 36 warehouses in the country would be interconnected with EDI interface. **MG**

17th ◀ 18th ◀ **19th** ◀ 20th ◀ 21st

IWT: Inland Water Transport Session

Exploring the IWT Potential

“Opportunity Beckons – Inland Water Transport in India”, was probably the surprise star session of the seminar in terms of number of speakers and duration as well as enthusiastic delegates. Not unsurprisingly, because fact remains that great civilisations over the centuries have been built and then evolved further along rivers, and carriage of goods as well as people by inland waterways still remains the most cost-effective and least environmentally damaging way.

➤ The Inland Water Authority of India (IWAI) is tasked with the role of, amongst other things, taking this responsibility further. Arguably neglected since Independence, partly due to the emergence of political borders across natural riverways as well as an approach that favoured road and rail over water, they have seen resurgence in actual improvement of inland transport as well as much higher projections.

Barring one presentation which chose to focus on all the legacy downsides, rest of the presentations and extempore deliveries were a joy to listen to, because they brought out existing successes as well as projected better times in future. This is also important from the larger point of view of the IMW, in as much as it brings out a domestic balance to the role of the maritime world pertaining to rapid growth in export and import as well as movement of people by water borne methods.

R K Madan of ONGC described the eventual success of moving Over Dimensional Cargo (ODC) across Bangladesh by a mix of river and road combinations. He was rightly nick-named “Sreedharan of Inland Waterways” as he made a case for what he described as the most economical, fast and safe way to move cargo in and out of the North East. His positive outlook on the future despite having worked extremely hard in trying and difficult



Ms Bhupinder Prasad, Chairperson, Inland Waterways Authority of India shares a point on a lighter note during the Inland Water Transport session as Mr Sunil Kumar, Vice-Chairman looks on.

circumstances was like the breath of fresh air blowing all across the country.

Jai Singh Khurana of Jindal Infrastructure spoke about various options available for the movement of import coal for power plants which included trying to abide by the other related issues like DG Shipping guidelines on river vessels. He also walked the audience through an interesting presentation on the whole infrastructure scenario in India.

Subhash Zadoo of Food Corporation of India spoke about the specific issues surrounding movement of food grains by all modes of transport. He also brought out an interesting aspect – a large amount of FCI’s movements in Kashmir were already by water. The issue of spoilage as well as pilferage was also brought out, since that is an important transactional loss in the movement of food-grains, not understood by many.

17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st



Overwhelming response marks the IWT session and speakers seen exchanging interesting notes on the theme.

Atul Jadhav, President, Goa Barge Owners Association spoke on the subject of the historical evolution and present realities of river vessels like barges for transport of iron ore and trans-shippers for loading ships. The industry is best described as totally home-grown, with an accident free record, and one that has solved the issues of night navigation as well as dredging of river beds on its own by some innovative means.

There was also an appeal for help sought on the issue of over-regulation impacting what was a cost and environment friendly solution to the transport of millions of tonnes of iron ore every year. It is known that the ship-building industry in and around Goa has evolved because of this trade.

Captain Philip Mathews of LOTS Shipping placed, in addition to his experiences with river transport, an impassioned plea for aligning with nature. This was repeated by others also, because historically and in the present day too, this is still the least polluting way of transporting anything.

M L Meena, chairman of Kolkata Port Trust, provided the audience with an update on the various steps being taken to make the Hooghly River system under his charge as well as Kolkata, Diamond Harbour, Haldia and other ports more suitable for inland water transport. He also enlightened the audience on the real



Participants in rapt attention during the session.



Mr M L Meena, Chairman, Kolkata Port Trust, makes a point.



Mr Niek van der Sluijs, Director - Maritime, Haskoning India Pvt Ltd during his presentation.

issues facing the region with regard to draft and other parameters.

The session was rounded up by the chairperson, Bhupender Prasad, who summed up what many speakers had said, and also assured the audience that the issue of inland waterways was receiving attention from the Government at the highest level, not just in terms of investment but also support. The protocol between Indian and Bangladesh for Indian river traffic using Bangladesh waterways is due for renewal in March 2012 and will bring some amount of steady progress and planning for the future.


Gateway Media assured the audience that the next IMW would have a larger session for the subject of inland waterways – linked with coastal shipping as requested by many. **MG**

17th 18th **19th** 20th 21st

IPPTA: PPP in Infrastructure: Experiences and The Way Ahead

IPPTA Promoting Private Initiatives

The IPPTA Forum held as part of IMW on the theme 'PPP in Infrastructure: Experiences and The Way Ahead' brought to table the issues concerning private players in the ports sector and a way forward for capacity creation and viability.

 Indian Private Ports & Terminals Association (IPPTA), an association of private ports and terminal operators of container terminals and bulk terminals of India, was set up in January 2003 and registered under the Indian Societies Act and the Bombay Public Trusts Act. Since then, it has played a crucial role in the Indian maritime industry.

IPPTA was formed to address the need to form a strong representative body of Indian private ports and terminal operators as an industry, which is one of the successful privatisation industries in India today. Members of IPPTA, all existing private operators cumulatively represent an investment of more than ₹6,500 crores in the port sector.

Michael Pinto, former secretary, Ministry of Shipping, advised various members of the Board that interactions should be done with the policy makers while these agreements are being drafted. He was perturbed on being referred to as the paternal of PPP to the state in which it is today. "All private ports shall set up their own agreements with clauses suiting the needs of those particular ports and put them forward with the states concerned."

An emphasis was laid that government and private commitment shall be at par. However, notwithstanding the government's ambitious programmes for private participation and some of the success stories till now, there are few pricking issues which need to be resolved, for which IPPTA is in



Mr Michael Pinto, former Secretary in the Ministry of Shipping, addresses the forum as IPPTA President R Kishore, Executive Director of PwC Mr Manish R Sharma and Group Director of Maersk India, Mr Dinesh Lal are all ears.



Mr Kevin D'Souza, Director, Commercial & BD, DP World, makes a point as IPPTA General Secretary Shashank Kulkarni looks on.




Anupam-MHI Industries CEO Mr Mehul Patel and Chairman Mr Kanji Obata share their view point.

constant dialogue with the Ministry of Shipping.

In its effort to serve the members, IPPTA is in the process of launching a number of initiatives for promoting privatisation and to assist the

government in formulating suitable policies for the port sector. Reducing tariffs for containerised or bulk cargoes was discussed and it was concluded that the only beneficiary is the various shipping lines. Buoyed by the success of the PPP policy, a number of private terminals in major ports on BOT basis as well as greenfield ports have come up in the country.

Manish Sharma of PricewaterhouseCoopers concurred. "All the public and private players in our country work on the policy of monkey off my back approach. Further, the private terminals have proved to be significantly efficient and productive. The average daily output, the turnaround time and other performance parameters at the private terminals have been substantially higher than that at the port-owned terminals, for reasons well known. None of the foreign banks are interested in sponsoring projects in our country," he said.

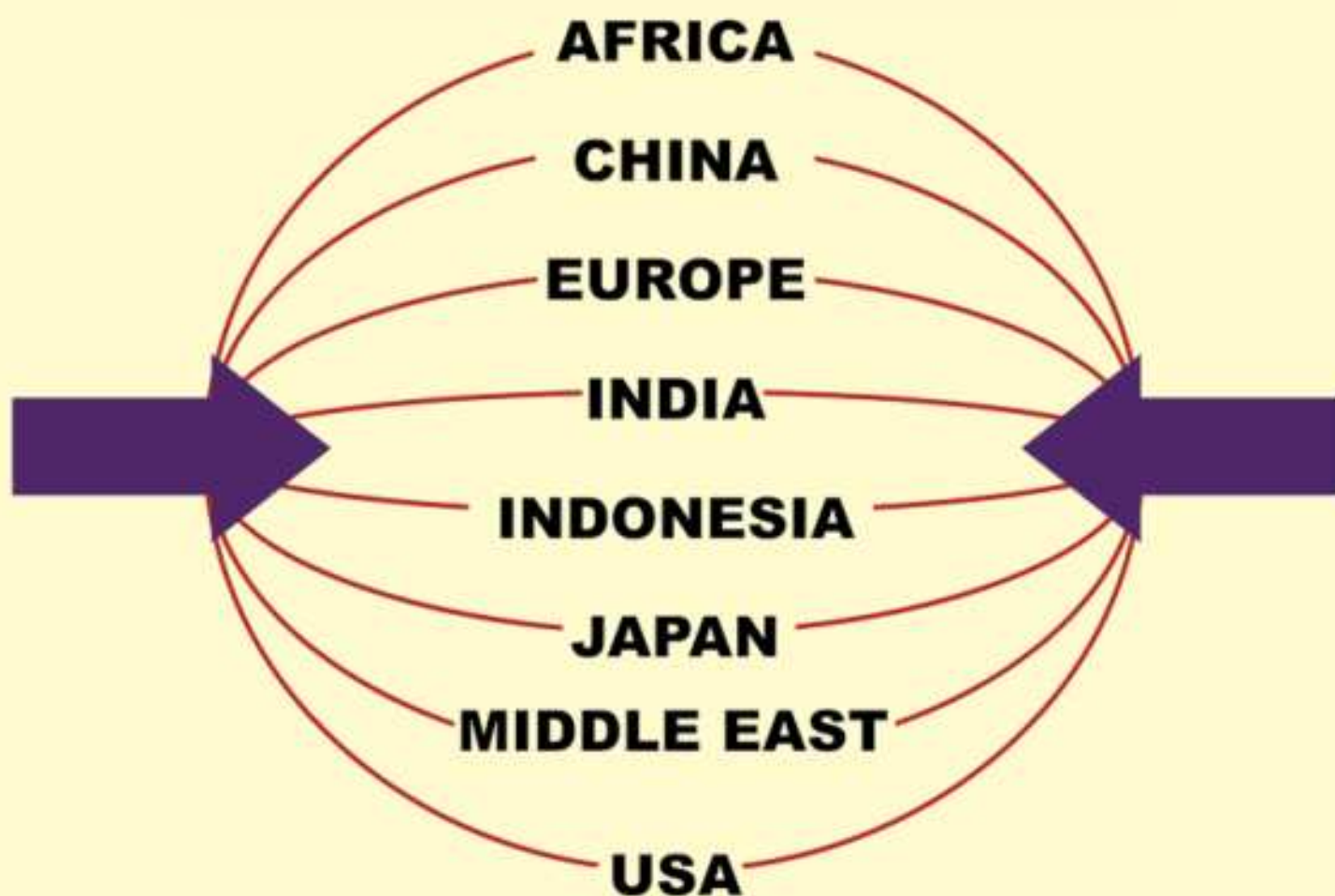
Today, IPPTA membership comprises of more than 20 private ports and terminals and it has become as a collective forum to interact with the various stakeholders, including the government, on the prospects and problems of the industry. While members have, till date, invested more than ₹7000 crore and set up the finest example of the PPP model in the port sector, the contributions made by the association, over the years, have been duly recognised by various arms of the government and other associated trade and industry bodies. 



GLOBAL EXPRESS LINES

FIX VESSEL FOR

BREAK BULK / ODC CARGOES



Inland Transport On The Above Destinations Arranged

CONTACT:

GLOBAL EXPRESS LINES PVT. LTD.

No.93/45, Armenian Street, S.M.Plaza, 1st Floor, Room No.3, Chennai-1, Tamil Nadu, India

Phone: +91 44 42627441 / 42 / 43 / 44 Fax: +91 44 42627445

E-mail: gopi@greenfeeder.net / gopi@globalexpressfrt.com / karthik@globalexpressfrt.com
maa-cus@globalexpressfrt.com / projects@globalexpressfrt.com

Contact: Gopi - +91 99400 65867 / karthik - +91 99406 24228 / Indra - +91 99406 13350

17th 18th **19th** 20th 21st

Shipowners Forum

Balanced Synergies for Better Shipping

Issues faced by shipowners and ships operating, calling and sailing out of India, either India, overseas or coastal were discussed during the special forum. The programme chair Capt Dinesh Gautama, Advisor, Container Shipping Lines Association, started the discussion pointing to the issues that ships operating out of India faced. Chairman of ICCSA, G S Bhalla, brought to fore the issues faced by coastal ships.

Rear Admiral SK Jha NM, Chief Hydrographer to the Government of India, who was one of the invited guests to the forum, pointed out the fact that while the Indian Hydrographic Department was updating all charts and publications, it was a little surprising that instead of ships sending the reports

regarding changes (i.e. navigational matters, soundings, depths, new wrecks etc.) directly to the Indian Hydrographic Department they were sending it to Admiralty Hydrographer, London. He also suggested that ships should use Indian charts for the Indian coast as these were more detailed. He further gave a detailed account on the work being done by the Indian Hydrographic Department.

Capt Mukundan, Director of International Maritime Bureau said there was a 24x7 reporting on piracy by ICC IMB. He complimented the Indian Navy and showed in this presentation how the extreme eastward extent of piracy in the Arabian Sea was being contained which was due to the efforts of Indian Navy.

As for the shipowners, the following issues were discussed:

Capacity in Indian ports:

Indian ports are plagued by capacity constraints. This is particularly important for container ships which are on strict schedules. Ports should be in a position to take ships even if ships get delayed due to vagaries of weather and it is for this reason that they are required to have a buffer in their capacity.

Regulations: India is plagued by a plethora of old regulations – Indian ports Act 1908, Merchant Shipping Act 1958, Light House Act 1927, Inland Vessels Act 1917, Carriage of Goods By Sea Act 1925, Bill of Lading Act 1856, Coasting Vessels Act 1838. These needed to keep up with the times. As an example, the Light House does not recognise a



(L to R) Capt Dinesh Gautama, Advisor, Capt Deepak Tewari, President, Container Shipping Lines Association, Mr Simon Trobe, Managing Director, APL India and Mr G S Bhalla, Chairman, ICCSA (far right) during the Shipowners Forum.

17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st



Rear Admiral S K Jha NM, Chief Hydrographer to the Government of India (right) answers a query as Mr K Muralidharan Nair of National Hydrographic Office and Capt P Mukundan, Director, International Maritime Bureau look on.

container ship and charges them like general cargo ships and charges light dues on the same lines as deck cargo (boxes, drums, goats, cattle, sheep).

Surprise and varied interpretations of existing laws:

All ports interpret laws differently. A foreign ship carrying oil cargoes from, say Tuticorin to Haldia, can be cleared off at Haldia. But a ship carrying oil from Haldia to Mumbai will not get a port clearance at Mumbai till such time duty is not paid. Recently, the light house dept decided that light dues should be paid every 30 days. Light dues are normally paid only on departure of a ship from a port in India.

ICDs and CFSs: There is a need to be more flexible on these. Cargo can only move out of one gateway port from a CFS. Cargo cannot go to any other gateway port. So, while Tondiarpet CFS is close to Kattupalli Port but cargo cannot go or come to Tondiarpet CFS from Kattupalli because all cargo to/from Tondiarpet must necessarily go to Chennai Port only.

Pay Duty on ships: If shipping has



"The synergy between ports and shipping and the hydrographic dept is important for

maritime communication and both are inseparable part of a system and have to move together. A lot of interaction is required at ground, working and operators' level. Reporting of the changes occurring in the ports and at sea should be promoted at every level – be it to a fishing boat, a large vessel or any user of navigation."

Rear Admiral SK Jha NM

Chief Hydrographer to the Govt of India

to improve, shouldn't duty on ships be removed?

Loading cargoes without LEO (Let Export Order):

The customs place a Preventive Office in each port to ensure that no cargo is loaded without a "LEO" (Let Export Order). But if any container gets loaded without a LEO, the ship agent is fined

and these penalties go to ₹2.5 lakh and more. There is no fault of the ship here.

Amendments to Customs

Papers: In India, a consignee is permitted to amend an Import General Manifest, but it is the ship's agent that will be penalised if there is anything wrong in that IGM.

Security around Indian Ports:

Theft on board ships at anchorages and alongside have become a feature. This should be attended to.

Paperless systems: Despite the introduction of EDI, ICEGATE and PCS, ports and customs continue to ask for numerous papers for clearance of ships.

Rampant arrest/detention

of ships: Collisions, near misses, strandings etc are civil matters. Why is it that criminalisation is carried out in such matters? This point was raised and discussed.

Capt Deepak Tewari, Chairman of CSLA, Simon Trobe, Managing Director, APL India and representatives of shipping lines were present during the session. **ME**

17th 18th **19th** 20th 21st



‘Piracy attacks down, but new tactics worry IMB’

The International Maritime Bureau (IMB), headquartered in London, has just released its annual report compiled from data provided by its Piracy Reporting Centre in Kuala Lumpur for 2011. IMB Director **Pottengal Mukundan**, who spoke at the India Maritime Week, discussed with **Ramadas Rao** of *Maritime Gateway* on the sidelines of IMW, the significance of the numbers, what they mean to India and whether the deployment of armed guards is the way to go forward.

Can you comment on the implications of the numbers just released by IMB?

Figures this year certainly show an improvement on two fronts. For the last four years, we have seen a consistent rise in piracy attacks. That rise has been levelled off this year. Compared to 2010 when we had 445 attacks, 49 hijackings and 1,016 crew still in captivity, in 2011, the numbers came down to 439, 45 and 816. The worrying development in addition to the crew being held hostage there are 49 crew members who are held on shore in Somalia. They have been removed from their ships for various reasons and are held ashore in Somalia which complicates matters considerably. It is very important to highlight the fact that some crew members are held ashore which is very complicated for the owners and there is great concern about their safety, their location and perhaps even who you negotiate with to get them back.

How do you know they are taken away from their ships?

In some cases the ransoms were paid and after that, some of the crew were kept back. Some of them are Indians and South Koreans. This



“Where piracy is concerned, it is a matter that concerns India very much. A large part of India’s imports and exports are going through these waters where pirates are operating. So, it is a matter of concern for India and the country should be taking a very strong interest in trying to bring this matter under control. Since a large number of Indian seafarers have suffered at the hands of Somali pirates, there is every reason for India to be interested.”

Pottengal Mukundan
Director, International Maritime Bureau

is a disturbing trend. They say it is in response to the pirates holding them back and making demands for the return of pirates held in captivity in India and South Korea. It changes the situation and there is great concern. It is part of all the developments we have seen this year which includes kidnapping of tourists in Kenya, taking them out to Somalia and the kidnapping of workers in refugee camps and from other charity organisations.

So, does Somalia remain a hot spot?

The numbers for Somalia, which represents 54 per cent of the worldwide attacks, are 237 attacks with 28 hijackings and eight crew members killed and 49 people being held ashore. Of the 28 vessels hijacked, there were 23 attacks in the Indian Ocean, Arabian Sea, Somali Basin area and five in the Gulf of Aden. It would appear that attacks in the Gulf of Aden have been brought under some control by the action of navies and others. Still, overall, it is just over half of last year and that is very positive.

What would you attribute the reason to?

We attribute this positive development to three factors. Firstly, proactive actions taken by the navies

17th 18th **19th** 20th 21st

in hunting down mother ships before they can get in position where they can launch attacks against merchant vessels. This prevents a number of attacks from taking place. Secondly, vessels are better “hardened,” for them to adhere to best management practices. Thirdly and certainly, the increased use of private armed security guards, which are having an impact on the reduction of piracy attacks.

The IMB and you have been quite vocal in expressing opposition to armed guards as a solution to piracy. Have you changed your stance over the issue?

No, we haven't changed our opinion. We still think that we have got to be very careful in the use of private armed security. They are not a substitute for naval forces, they are not a substitute for other best management practices and hardening of vessels. It is not a long-term answer. Private armed security is still operating in a grey, legal area with respect to some flag states and definitely with respect to many port control states which do not allow them to operate in their waters and so not allow their weapons that they use to go through their waters.

There is a legal issue and if there is an accident by the use of private armed security, then the master and the crew and the owners will be held responsible. For the moment, it is having the effect of reducing the attacks which is good and welcome, but we have to be very careful of what happens in the future. We have to watch it very carefully. It is really incumbent on organisations like the International Maritime Organisation (IMO) and others to provide a more comprehensive legal framework for the deployment of armed guards.

Last year, the IMO issued some guidelines for the use of armed guards on board merchant ships.



This is a step in the right direction because there are simply not enough qualified armed personnel to work on these ships if the majority of vessels are carrying armed security. There are simply not enough good people. And, there have been cases reported of armed security, who have not behaved according to best management practices at sea. The vetting of armed security teams is vital and getting a good legal framework is absolutely essential. So, these are the main issues concerning armed security and it is going to continue. If we can get it under a proper regime, it will become a lot better.

We have talked about Somalia at length. Are there any other hot spots?

The other big hot spot was on the west coast of Africa where we have had 20 attacks off the waters of Benine and Togo. It is a spillover from the Nigerian attacks where product tankers have been hijacked and taken to an unknown destination where another smaller tanker is waiting and the cargo is forcibly discharged into the smaller tanker.

And then in about ten days, the vessel is released. The Nigerians and the Benine authorities are cooperating in terms of patrols and the Nigerians have very recently arrested a gang in Nigeria. This is a very welcome action in this area.

What are your views on the IMW?

The IMW is an excellent idea for a country with a such a large maritime interest. It is essential since India has a very large coastline and is now one of the drivers of the world economy so it is apt that the IMW should be held and built on in the years to come. **ME**



Connectivity & Quality Par



Your Port of Call

Container vessels are calling KPCT, an integrated, well-connected, highly efficient, state-of-the-art container terminal providing single-window services 24/7. Terminal you wouldn't want to miss.



Lloyd's List Awards
Global | 2011
Winner
Port Operator Award

Port of
Los Angeles

Port of New York and
New Jersey

Rotterdam

Shanghai

Jebel Ali

Krishnapatnam
Port

Port Klang

Singapore

Kenya's Indian Ocean
port of Mombasa

Port of Richards Bay

Port of Durban

Melbourne

Excellence

The modern, well-connected deepest draft
port in India, handling diverse cargoes and
setting milestones in productivity.



**KRISHNAPATNAM
PORT**

India's largest port on the horizon

www.krishnapatnamport.com | customerservice@krishnapatnamport.com

17th 18th **19th** 20th 21st

Recognising Excellence

Gateway Awards of Excellence: Ports & Shipping 2012



▶ Gateway Awards of Excellence: Ports & Shipping 2012 are aimed at promoting best practices, innovation and motivation. Gateway Media, an institution pursuing excellence relentlessly, had instituted the maiden edition of Annual Indian Maritime Gateway Awards in 2008 to showcase outstanding achievements and exceptional accomplishments of individuals and organisations in the Indian maritime Industry. A tradition well maintained since then, the awards today have become a benchmark in the industry.

Great care has been taken to bring in transparency to the entire process and the awards were judged purely on the merit of

accomplishments of the nominees. It was always the endeavour of Gateway Media to tighten the selection process and make it foolproof. To make this possible, Gateway Media has always gone that extra mile in ensuring an unbiased approach in fixing of parameters, selection of the Jury panel and scrutinizing the nominees. KPMG India Pvt Ltd, the leading advisory and consultancy firm, was the Process Validator for this year's awards. In this role, KPMG had rendered their expert advice in formulating parameters and analysing the received nominations.

The Jury on their part played an active role in arriving at the

final winners. The Jury Meeting that happened on December 2, 2011, witnessed some vibrant discussions and debates among the Jury Members for each of the award categories. Elaborated deliberations were made before zeroing on the winners. Gateway Media Team extends its heartfelt gratitude to esteemed members of the Jury Panel and KPMG for their valuable advice and insights.

All the winners of Gateway Awards of Excellence: Ports & Shipping 2012 were felicitated on January 19, 2012, during a grand gala event by Shri K Mohandas, Secretary, Ministry of Shipping, Government of India. [MG](#)

Winners of Gateway Awards of Excellence: Ports & Shipping 2012 with Mr K Mohandas, Secretary, Ministry of Shipping and Mr Ramprasad, Executive Director, Gateway Media Pvt Ltd.



17th 18th 19th 20th 21st



*Esteemed members of the Jury Panel being felicitated at the Awards Night.
(L to R): Mr Saibal De, Mr Nikhil Naik, Mr Shantanu Bhadkamkar,
Mr Pramod Bhandari and Mr Manish Saigal.*



Visakhapatnam Port Trust

Major Port of the Year

This award is presented in recognition of achieving high levels of productivity and customer satisfaction during the year 2010-11. The award also recognizes the port's efforts in expanding its cargo handling capacities and bringing down pollution levels.

Ajeya Kallam, Chairman of Visakhapatnam Port Trust, receiving the award from K Mohandas, Secretary, Ministry of Shipping.



17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st



Capt Sandeep Mehta, CEO - Container Business, Adani Ports and SEZ Ltd, receiving the award.

*Private
Port of
the Year*

This award is presented in recognition of the excellence achieved in comprehensive development of port infrastructure and facilities. The award also recognizes the highest levels of satisfaction among port's customers.

Adani Ports & SEZ Ltd

17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st

DP World Nhava Sheva

Container Terminal of the Year

This award is presented in recognition of the terminal's efforts to enhance its efficiency and stay ahead of the competition. The award recognizes the innovative practices and best-in-class services offered to the customers.

Capt Alpesh Sharma, CEO, DP World Nhava Sheva, receiving the award.



17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st



Capt Anup Sharma, CEO, Essar Shipping Ltd, receiving the award.

*Bulk
Operator
of the Year*

This award is presented in appreciation of the impressive performance in dry bulk shipping for the year 2010-11. The award also recognizes the company's proactive initiatives in expanding its fleet.

Essar Shipping Ltd

17th 18th 19th 20th 21st

Maersk Line India Pvt Ltd

Container Liner of the Year

This award is presented in recognition of displaying exemplary performance and the excellent customer service rendered by the company during the year 2010.

Nikhil Palsule, Regional Manager North-Sales, Deepak Malik, Regional Manager North-Operations, Adhendru Jain, Regional Manager North-Customer Service, Maersk Line India Pvt Ltd, receiving the award.



17th ◀ 18th ◀ **19th** ◀ 20th ◀ 21st



Rajiv Kochhar, Vice President (C&O), Worlds Window Infrastructure & Logistics Pvt Ltd (second from right) receiving the award.

*Inland
Container
Depot of
the Year*

*This award is presented
for demonstrating high
productivity and higher levels of
reliability in customer service.
The award recognizes the active
role played in furthering
the container trade
in the NCR Region.*

**ICD Loni -
Worlds Window Infrastructure and Logistics Pvt Ltd**

17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st

APM Inland Services-CFS Chennai

Container Freight Station of the Year

This award is presented in recognition of the high levels of efficiency and productivity achieved during the year 2010. The award recognizes the company's efforts to promote exim trade through creation of modern facilities and infrastructure.

Subhasis Ghosh, Managing Director, APM Terminals Inland Services, receiving the award.





Capt S Bhardwaj, Vice Chancellor, AMET University (right) and Madhi, AMET University receiving the award.

*Excellence
in
Maritime
Education*

This award is presented in recognition of the high levels of quality maritime education offered by the University. The award recognizes the commitment to achieve excellence through investing in state-of-the-art infrastructure and training.

AMET University

17th ◀ 18th ◀ 19th ◀ 20th ◀ 21st

G R K Reddy, Chairman & Managing Director, MARG Group

Special Jury Award

The award is presented in recognition of the visionary role displayed in building state-of-the-art port facility and connectivity infrastructure. The award recognizes the sustained efforts in furthering port-led development in the Southern region of India.

Capt L P Raman, Senior Vice President, MARG Karaikal Port, receiving the award on behalf of G R K Reddy.



For the first time in India
IIC Academy and Visakhapatnam Port Trust

Present

MULTIBEAM COURSE FOR HYDROGRAPHIC SURVEYORS

Five days hands on intensive program both at shore and sea



led by
Mike Brissette, MosaicHydro

6—10 February, 2012, at IIC Academy, Visakhapatnam, AP, India

Who should attend?

Ideally suited for hydrographic surveyors and the users of hydrographic survey data from Ports and Harbors, Defense, Oil & Gas, Hydrographic Offices, Research, and Government agencies.

About the Program:

Classroom Session Covers:

- Practical acoustics including:
 - Propagation and Refraction,
 - Reflection and Backscatter,
 - Resolution and Accuracies
- Positioning and Attitude Measurement
- Water Column and Vertical Data
- Survey Planning / Execution
- Multibeam Sonar Operation
- R2Sonic 2024 and QINSy operation
- Post processing using QINSY
- Patch Tests
- Fledermaus visualization and 3D Editing



Onboard Practical Topics include:

- Set-up / Multibeam & Data Collection Software Operation
- R2Sonic 2024 and QINSy operation
- Patch Test
- Sound Velocity Profiling,
- Complete Minor Survey

What's included?

- 27+ Hours classroom lectures, tutorials and labs
- 6+ Hours onboard a Multibeam launch vessel
- Hard copies of course slides
- Course completion certificate
- Opportunities to connect with hydrographic professionals and experts

Program Cost and Registration:

- ₹ 75,000 (US\$:1,500) per person, excl taxes, accommodation charges.
- Mode of payment - Cheque / Demand draft / Wire transfer / Credit cards
- Organizers can assist the participants with a list of hotels to suit their taste and budget.
- No of Seats: 10



Mike Brissette is the president of MosaicHydro, a company specializing in hydrographic training and service delivery. Prior to forming MosaicHydro in 2004 Mike retired from a 20 year career in the Canadian Navy having been in charge of hydrography for Canada's west coast Navy for his last 7 years. He has a Bachelor of Computer Science degree from College Militaire Royal de St. Jean and a Master of Survey Engineering degree from the University of New Brunswick.



About Visakhapatnam: Visakhapatnam, often called "The Jewel of the East", is a coastal port city situated in Andhra Pradesh. Nestled among the hills of the Eastern Ghats facing eastward the Bay of Bengal it is both the administrative headquarters of Visakhapatnam District and the home of the Eastern Naval Command of the Indian Navy.

Reserve your seat today



+91 891 2000033



+91 77022 44410

visit www.iictechnologies.com for registration



About Academy: IIC Academy is the education and training arm of IIC Technologies, leader in marine and terrestrial geospatial applications with over two decades of demonstrated global excellence. IIC Technologies has served more than 20 hydrographic offices across the globe.



www.vizagport.com

For more information

IIC Academy,

IIC Technologies Private Limited,

Plot #3, Hill #3, IT Park, Rushi Konda, Madhurawada,

Visakhapatnam 530 041, AP, India

Tel 91- 891 2000033 Mob +91 77022 44410

Email: academy@iictechnologies.com

Geo-Location: 17° 48' 15.22" N 22° 57' 57.09"



www.iictechnologies.com



Tanker Operator of the Year



Shipping Corporation of India Ltd

This award is presented in appreciation of the outstanding performance in tanker segment for the year 2010-11. The award recognizes the company's aggressive fleet expansion drive initiated during challenging times.



Maritime Business- man of the Year

H K Mittal Chairman, Mercator Lines Ltd

The award recognizes the able leadership and sincere efforts in building an international shipping company and steering it to great heights. The award recognizes the leadership role played in expanding the business frontiers and bringing stability in operations during challenging times.



Special Jury Award

Dr Nandlal Tolani Chairman, Tolani Maritime Institute

The award is presented in recognition of the exemplary and visionary role in promoting the shipping industry and maritime education in India. The award recognizes the commitment to maritime education and dedication to bring out highest quality merchant navy personnel.



Lifetime Achievement Award

S Venkiteswaran Senior Maritime Advocate

This award is presented for the outstanding contribution to the development of Indian shipping industry for nearly five decades. The award recognizes the exceptional contribution towards updating the maritime laws in India.

Shipbuilding and Offshore Technology 2012



Be a part of
**SHIPBUILDING AND
OFFSHORE TECHNOLOGY 2012**
at Hotel Le-Meridien, Ahmadabad, Gujarat*
this February 24th

* Subject to change

Media partners

sailortoday.TV

THE MARINE WORLD
A Magazine for the complete Marine Industry



Supported by



Phone: +91 9312139443, 8050405914

E-mail: info@intervalmedia.in; Website: www.intervalmedia.in

17th 18th 19th 20th 21st



Exhibition



17th 18th 19th 20th 21st



17th 18th 19th **20th** 21st

Session I: Maritime States Plenary Session Port-Led Development: Government Role And Strategies *Port-led Growth not an RoI Game*



(L to R): Mr Suthirtha Bhattacharya, IAS, Principal Secretary, Infrastructure & Investment Department, Government of Andhra Pradesh, Capt PVK Mohan, Chairman, National Shipping Board, session moderator Mr Saibal De, Director & CEO, IL&FS Maritime Infrastructure and Mr Rakesh Srivastava, Joint Secretary (Ports), Ministry of Shipping during the session.

➤ The subject of “port led development” as driven by the government and its vision 20-20 plan, had once again managed to bring people from all segments of the shipping industry to get the latest on the topic. As things evolved, this session became one of the longest sessions of the IMW.

Chaired by Saibal De, Director and CEO of IL&FS Maritime Infrastructure, the session got off to a start at a blistering pace, when he described the essence of the moment for his co-panelists. “This was, in no uncertain terms, the concept of “how to get our act together” as the focus of the roadmap towards making ports the instrument towards bringing down delays at the customer end,” he said.

Suthirtha Bhattacharya, Principal Secretary, Government Infrastructure and Investment Deptment of the Government of Andhra Pradesh, walked the gathering through the ports scenario in the state. “Blessed with a 1,000-km coastline, multiple major and non-major ports in Andhra Pradesh are seen as catalyst for development and industrial projects, with the added benefit of gas available locally,” he said.

Rakesh Srivastava, Joint Secretary (Ports), Ministry of Shipping, provided the gathering

with a riveting status report as well as an even more positive looking forward picture next. He said that a revised definition of “infrastructure” which was going to be applicable across all arms of government and its interfaces is going to be finalised soon to release the ambiguity and disconnect.

The government also proposed to assist in ensuring that Indian and Indian controlled shipping would be given support. Likewise, old and overlapping Acts pertaining to shipping were also being reviewed, and more freedom would thus accrue. However, private ports would need to ensure that Corporate Social Responsibility, traditionally adhered to by government ports as part of a larger responsibility, would not become a casualty of this growth.



Capt Rohit Bhatia, Director, Wade Maritime Consultants, poses a question.

Capt PVK Mohan, Chairman National Shipping Board, stressed that professional managers who knew all aspects of shipping, were needed to run terminals at ports, especially in context with handling of bulk cargoes, since commercial considerations often over-rode basic safety and precautions which led to further exponential losses.

Effective land use from existing major ports was another subject he mentioned, since major port trusts in the country were sitting on and under-utilising large tracts of land. Generation of funds from this source could be used for starting satellite ports as well as investing in ports overseas. These funds could also be used for the much needed dredging that many major ports required to even stay afloat.

Likewise, major importance was going to be given to wreck removal, lest this become a millstone around everybody's necks. And finally, stakeholders were to understand that there was a larger national interest at stake, that this was not private vs public facilities, major vs non-major ports, and therefore even private investors had to accept that this was not some fast turn-over “game” where recovery of investment in three years was the projected aim. **MG**

17th 18th 19th **20th** 21st

Session II : Port Infrastructure And Connectivity: Meeting Growing Demands

All Hands Point to Railways

Connectivity infrastructure in the country is lagging behind as felt by the port operators and shipper community. They voiced out their concerns in this session and urged the government to expedite the development of connectivity infrastructure in tune to development of ports.

During the proceedings, many top port operators raised concerns about the inadequate road and rail connectivity in all major ports of the nation. Most speakers stated that rapid growth in trade can be sustained only if the port infrastructure keeps pace with the increasing volumes of cargo, and road and rail connectivity forms an integral part of this, as inefficient evacuation of cargo can mar the entire operation of a port. "The share of railways is merely 24 per cent of the total transportation at present, and it needs to grow till 34 per cent at least for the ports to become more productive," said Rajiv Agarwal, CEO and MD of Essar Ports Ltd.

Ports are currently engaged in capacity expansion and efficiency improvements aimed at handling the growing volumes of cargo. However, congestion seems to persist at several locations on account of delayed evacuation of cargo due to inadequate road and rail capacity. This undermines the competitiveness of the Indian industry and hurts the economy at large, more particularly the hinterland that benefits from a robust growth in exports.

Agarwal said that India should learn lessons in port construction and management from China. While China has 8 billion metric tonnes of port capacity, India merely has 900 metric tonnes. "Handling of 250 million tonnes of cargo by 2020 requires good quality infrastructure.



(L to R): Mr Y Anil Kumar, CEO, Krishnapatnam Port Company Ltd, Mr Abhishek Chaudhary, Company Secretary & Public Information Officer, DMICDC, Dr J N Singh, Member - Finance, National Highways Authority of India, session moderator Mr Manish Saigal, ED and Head - Transportation & Logistics, KPMG and Mr Rajiv Agarwal, CEO & MD, Essar Ports Ltd during the session.



It cannot be achieved by green field ports alone," added Agarwal.

Apart from the lack of connectivity, the port operators also expressed concerns about other burning issues – lack of mechanisation, higher turnaround and dwell time and lack of deep drafts. They said that there is an urgent need in India to develop deep draft ports, so that they can cater to large ships. This will help in reducing the cost of logistics to a great extent. They also averred that procedural and environmental clearances are

key reasons for the delay in case of new projects. "Land acquisition is a big issue for the ports. What's more customs faces a manpower crunch. Until you have faster clearance and transportation of consignment, things will become worse," said Anil Kumar, CEO, Krishnapatnam Port Company Ltd.

The speakers also laid emphasis on developing pipeline and conveyor connectivity. According to them, considering the congestion in rail and road traffic, conveyor traffic should be encouraged. The speakers also added that the share of inland waterways and coastal cargo movement, which presently is merely 0.28 per cent of the total transportation, should also scale up.

They suggested that the infrastructure roadmap for the shipping sector should lay emphasis on building eight lane roads and double line rail connectivity. The rail ministry, they felt, should also increase the length of loops at sideways and larger space envelopes should be factored in while implementing new rail projects so as to harness the increased volumes of cargo. **MG**

Engineering the new era



Ports | Power Projects | Dams | Roads | Bridges | Metros

Buildings | Special Foundations | Marine Structures | Major Irrigation Projects | SEZs



Navayuga is fulfilling the dream of its visionary founder and making contributions to the emergence of India as a global super power. Navayuga has been making big strides in developing world class infrastructure - Highways and Bridges, Ports, Irrigation, Urban Transportation, Power Plants, SEZ and Special Foundations.

We are proud to have contributed significantly to the development of key infrastructure in the National Capital Region even as we build several other projects across the country and in select international locations. We are excited about the opportunities the New Year will open to us as we make strong progress in our journey to be amongst the top infrastructure conglomerates.

Our efforts to 'Engineer the New Era' took us to the Middle East in 2008, China in 2009 and now we step forward into newer territories.

We remain steadfast on our commitment to create world class infrastructure, adopting latest technology solutions that provide an optimum blend of quality, speed and safety. The strong foundation of our corporate values coupled with our team's dedicated efforts will ensure we earn the trust of society and of clients, and will bring pride to our team, our associates and all our stake holders.

Piling work - Qatar

Navayuga Engineering Company Ltd.

Corporate Office: 1259, Lakshmi Towers, Road No. 36, Jubilee Hills, Hyderabad - 500 033, AP, INDIA.
Tel: +91-40-23557196-99. Fax: +91-40-23557190/23550541. Email: nec@navayuga.com

17th 18th 19th **20th** 21st

Session III : Ship Building And Repair: Opportunities In Offshore & Defence Market

Preparedness for Tapping Shipbuilding

The Maritime Agenda 2010-2020 plans to increase India's share in the global ship building from the present level of 1 per cent to 5 per cent. Session moderator Cmde Naresh Kumar said most of the shipyards in the country, both public and private, are focusing on defence industry for lack of commercial orders. A lot of duties and other structures make it difficult for us to build ships at a competitive price on par with China, Korea or Japan. Secondly, we do not have large dockyards to build merchant marines. Only recently, Pipavav, ABG Dahej and other shipyards have built the infrastructure to built commercial vessels. As for offshore, we have 30 rigs in the west and east coast but except for about five, all the rigs and drilling stations are hired from the foreign market. "This is one industry that can create a lot of jobs. But shipbuilding is not included in the NSDC skill development plan. People are not aware of the potential of the market," Naresh Kumar added.

"We have to compete with Asian countries to capture the 5 per cent share. So we need to have an inclusive and integrated approach, including having the right infrastructure, technology, equipment and skills to deliver on par with world standards."

However, the problems are vast and complex, Mangala Yapa, Managing Director & CEO, Colombo Dockyard, one of the best repair yards in Asia, gave an insight on the problems faced by shipbuilding and repair yards, which are distinctly different.

A ship repair facility deals with a wide range of customers; from small time owners to large fleet managers. They are required to handle small as well as large or vessels; old and new



"Submarines provide the ultimate challenge to ship construction. They require high level

of skills that are just not available in the country. We need to develop these skills. Most of the developed countries in the West make sure the skilled workforce is upgraded regularly and not allowed to go idle."

Cmde Naresh Kumar,
Senior Advisor Naval Systems at Pipavav Defence



"The design of coastal vessels needs to be standardised. A vessel plying in the

Brahmaputra would not be suitable to ply in the Ganges owing difference in depth, curvature of the rivers and the velocity. Therefore, a lot needs to be covered in the inland water transport in order to leverage the potential which is there for taking."

Sunil Kumar, Vice-Chairman, IWA

vessels with the latest technology. More often than not, the technology is not available locally and has to be acquired from multiple sources.

Integrating the various technologies poses a tremendous challenge and the requirements are vast and varied given the cyclical nature of ship repair industry. Particular attention has to be given on quality control, timely delivery and compliance to various IMO requirements. It is imperative that they be provided an integrated service with logistics management.

Moving on from ship repair and building, Sunil Kumar dwelt on another neglected area of maritime industry – inland waterways. He spoke of the tremendous amount of area required to be covered in this sector- a sector which has vast potential. The Maritime Agenda 2010-2020 promises to promote the use of the inland waterways for cargo movement.

Kumar said ship repair facilities in the east coast were woefully inadequate. Even Bangladesh had better repair facilities than Kolkata. The shipbuilding facilities are also grossly inadequate. Shipyards in Goa can build a vessel in four to five months whereas in Kolkata, the time taken is as much as nine months. Out of 600 vessels in inland waterways, about 400 are in Goa and 100 ply in the Ganga and the Brahmaputra rivers. In Goa, the facilities are well-developed owing to transportation of



(L to R): Mr Raghavan Ashok, Country Head, American Bureau of Shipping, Mr Mangala P B Yapa, MD & CEO, Colombo Dockyard Plc, Cmde Naresh Kumar, Senior Advisor Naval Systems, Pipavav Defence, during the session.

17th 18th 19th **20th** 21st

iron ore movement and also due to the presence of the private enterprise in the inland water transport movement.

He warned that a tremendous scope was coming up in the East when Jindal Power Ltd and NTPC commence moving cargo to power plants in the hinterland destinations. The requirements of vessels would rise exponentially. "What we need to know is whether India has the capability to build 400 vessels 2500 mt capacity in the next two years?" he asked.

Antony Prince, one of the best ship designers in the industry, asked, "Are we prepared when the opportunity strikes?" We lost the opportunity to create a name for ourselves in 2004 when merchant shipbuilding was in boom. Most of the ships are still to be delivered and in most cases, stand cancelled.

The government plays a major role in terms of policy, law, regulation, vision and support. But can we blame the government alone? The Cochin Shipyard delivered 6 ships before schedule that came from determination and passion of the people involved. But what did we do in terms of skill development and design capabilities? Design is the foundation on which ships are built. We don't have design and we are building ships. "Thanks to the lack of action in the industry, I set up a design house, with 100 able



"Indian shipyards are in a good position owing to massive defence orders. But what are we going to do when these orders are not there. We have to be competitive in the merchant shipyards. Let us have a vision and develop and invest in shipbuilding skills."

Antony Prince, President, GTR Campbell Marine Consultants



"It has been an extremely interesting journey for Sri Lankan shipbuilding and ship repair industry to add value to the Indian market. However, both Indian and Lankan shipyards can build the capacities necessary for shipbuilding opportunities arising in the South Asian region and achieve recognition. Also, the shipyards should prepare themselves to deliver, despite the challenges and circumstances."

Mangala Yapa, MD & CEO, Colombo Dockyard Plc

engineers who deliver from design to conception. Let us do what we can do ourselves. There is lot that we can do," Antony said.

While 40 per cent of cargo movement is done through inland waterways in Europe and China, only 0.28 per cent of our cargo goes through inland waterways that is least polluting and is the cheapest form of transport for a tonne mile costing. Indian shipyards have a lot of opportunity in this area, Antony reiterated.

Cmde Rana gave a detailed account of the shipbuilding opportunities available in the Indian Navy. "The Navy that looks after coastal security and blue operations," he said, "must grow in size and scale and maintain the technology edge through successful partnerships with the Indian industry to grow self-reliant."

The Indian Navy has graduated to designing its own nuclear submarines and aircraft carriers. A large number of industries have come forward to support such weapon platforms. But, with advancement in technology, there is a likelihood of paradigm shift in the way future wars are going to be fought. We need to strategically plan to increase the potential of our weapon platforms to be inducted into service in the next few decades, Rana added.

Raghavan Ashok said energy needs are expanding, driven by non-oil producing countries like China and India. Oil and gas being the primary requirements today, drilling companies are today going 12 km deep below the sealevel. As the deepwater exploration and offshore industry is prone to risks and accidents, there is a need for more goal-based regulations to keep mishaps to the minimum – identify the hazard, frequency, result and qualitative ranking or evaluation. "The offshore industry is international, involving complex operations and multiple jurisdictions. It is therefore important to understand interfaces and monitor changes," Ashok added. **MB**



(L to R): Mr Sunil Kumar, IAS, Vice-Chairman, Inland Waterways Authority of India, Mr Antony Prince, President, GTR Campbell Marine Consultants Ltd and Cmde (Dr) R K Rana, Principal Director of Indigenisation, Ministry of Defence (Navy) during the session.

17th 18th 19th **20th** 21st

AMTOI: Multimodal Transport: Beyond Door to Door

AMTOI Chooses IMW to Host its Forum



Association of Multimodal Transporters of India (AMTOI) chose India Maritime Week to launch its annual event AMTOI Business Forum. AMTOI plays the pivotal role in furthering the cause of multimodalism in India. The association interacts with Ministry of Shipping on a regular basis to develop multimodal transportation in the country.

AMTOI Business Forum was devised to highlight the importance for multimodal transportation. The Forum touched upon the need to improve infrastructure in rail and inland waterways to realise multimodalism in its true sense. It also underlined the need to innovate, adopt best practices and align business in tune with customer requirements. Accordingly, these pointers were packed into three powerful sessions that formed AMTOI Business Forum.

Multimodal Potential: Yet to be tapped

Multimodal transport is a combined effort of the different logistics sectors put together which in India, is still a tedious process. Raghu Dayal, former MD, CONCOR said that the whole world has been telling us that we have the potential to move forward and be at the top, but it seems to be difficult looking for a solution for that.

China, he explained, has been moving at its projected growth rates and is even achieving its target. Dayal also highlighted the changing phase of the multimodal industry leading to outsourcing, better security, improved safety and eco-friendly transportation. Transportation, warehousing and custom clearance are the ones most often outsourced, he added.

Anand Sheth, president, AMTOI,



(L to R) Mr Anand Sheth, President, AMTOI, Mr Shantanu Bhadkamkar, Vice President, AMTOI, Mr Sunil Kumar, Vice Chairman, IWAI, Mr Dhruv Kotak, MD, BOXCO Logistics India Pvt. Ltd. and Mr Raghu Dayal, Former MD, CONCOR.



(L to R) Mr Sajal Mittra, CEO, Arshiya Rail Infrastructure Ltd, Mr Jasjit Sethi, CEO TCI SCS and Mr Tushar Jani, Chairman, SCA Group.

delved into how the Multimodal Transportation of Goods (MMTG) Act still remains to be addressed. "The trend of logistics outsourcing is steadily picking up among the manufacturing fraternity and newer strategies in outsourcing and goods transportation are expected to evolve in the near future augmenting the need for multimodal transportation," he concurred.

Shantanu Bhadkamkar, vice-president, AMTOI, gave an insight into the logistics industry on value addition, innovation and better use

of technology as the industry reaches maturity.

Various aspects about the inland waterways and how they can combine with the logistics sectors in India for economical and timely delivery of goods to the consumers were presented by Sunil Kumar, vice-chairman of IWAI. Some of the potential projects which are in the pipeline were also discussed.

Kumar spoke on how the IWAI looks forward to teaming up with private players and developing infrastructure. He urged private

17th 18th 19th **20th** 21st

players to come forward and invest in their projects. "Coal mining industry in Orissa will benefit immensely from the development of IWAI as the cost of transportation will come down from ₹1,400 and this will lead to drastic reduction in costs," he revealed.

Dhruv Kotak, director J.M.Baxi & Co, who dwelled on multimodal transportation: today and tomorrow, felt that infrastructure in the country, in the form of roads and highways, bridges, was inadequate. "Multimodal transport is needed because infrastructure does not permit scalable transportation," he emphasized.

Multimodal transport, the next growth driver

To build competitive advantage, it is necessary to first understand the dynamics of the business and to study the story of market leaders in the sector. The second session was chaired by Tushar Jani – Chairman, SCA Group with other panelists being Sajjal Mittra – CEO, Arshiya Rail Infrastructure and Jasjit Singh – CEO, TCI Supply Chain Solutions.

In his opening remarks, Jani said that there was so much to do first before dealing with how to build a competitive advantage. The logistics sector has a fragmented voice



"Delhi is the largest talking shop this world has ever seen; there is a North Block and a South Block and our country's progress is blocked between these two blocks."

Raghu Dayal,
Former MD, CONCOR



"There is an acute shortage of infrastructure in our country. If there is port, there are no rails and if rails are present there are no good roads."

Manish Saigal,
*Partner and National Leader –
Transportation & Logistics, KPMG India*

speaking and acting for it despite AMTOI's efforts to set this right. It is not even accorded industry status by the government – which has serious implications in a player's ability to finance his projects. He said the perception held by policy makers and the larger public that the logistics service provider's inefficiency was destroying their competitive advantage buildup

efforts was incorrect. He revealed that the major 'leakage' in efficiency was due to factors external to the service provider's control. For example, he revealed, 46 signatures are needed from various officials to move a container from customer to shipboard. He bluntly opined that the 'PPP' model in the infrastructure development sector was proving to be deeply flawed. Instead of providing the cost benefit to end users of the infrastructure project, it merely filled the coffers of the government as well as the builder of that structure.

Mittra said that India's growth story had distinct drivers at various times. Early on, it was family-led businesses like the Tatas, followed by trade-led businesses like Reliance, followed by IT boom and telecom revolution. Now, it is led by infrastructure building efforts by the likes of the GMR Group and the next growth driver could well be logistics.

He revealed that the government's policy concept of an FTWZ was being given concrete shape by his organisation at its facility at Khurja, near Delhi. The concept was still in its infancy but from the response so far, he was very confident of its taking off.

Sethi put the general problems faced by the sector in a nutshell when he said we should work towards enabling service providers and customers to "Grab the opportunity now" as it won't come back again. He also highlighted the issue of the need for 'synchronisation' between modes of transport in the sector as well as between local and national regulations within a mode. He brought the harsh reality of the situation on the ground when he revealed that only 2 per cent of roads (eight arterial roads) carry 40 per cent of the traffic. He too agreed that going the PPP way was a "leap of faith" for an entrepreneur. **MG**



(L to R) Mr Manish Saigal, Partner and National Leader – Transportation & Logistics, KPMG India, Mr K Shankarraman, Director, Agil Freight Logistics Ltd and Mr Rajeev Kashikar, Investment Banker & PE Advisor.

17th 18th 19th 20th **21st**

Session I: Liquid Cargo - Driving New Opportunities

Prominent LPG Sources must be Identified

It was the most unusual way to begin a presentation; by reciting a Sanskrit shloka. However, it drew a thunderous applause from the audience and the delegates present on the concluding day of the IMW. At the session on 'Liquid Cargo – Driving New Opportunities', Geoffrey Bothamley, director, business development (Oil & Gas), Royal Haskoning, stressed on the need to identify the prominent and upcoming sources of LNG supply in the world, namely the Middle East, North West Coast of Australia & East Coast of Africa.

A veteran in the field of LNG Projects, Bothamley made a comparison between a conventional LNG terminal or a floating storage offshore unit (FSRU). Revealing that FSRUs would be coming up in the future since they don't need much land, he went on to discuss various factors which need to be kept in mind while designing an LNG terminal jetty including hydraulics, sediment transport and sediment deposition from dredging, wave studies, site location etc.

R K Mehra, Executive Director (International Trade), Bharat Petroleum Corporation Limited, focussed on global oil trade and the imbalances across barrels and region. A close study shows that most of the crude to be exported in the coming years will be East of Suez since a lot of new refineries are coming up in India, China and other South East Asian countries. When an overview of the global refining sector was given, it was found that India is the fourth largest exporter of petroleum products in the world with last year's exports going up to 60 million tonnes. "Gas cannot replace liquid as a fuel it can only serve as



(L to R): Mr Geoffrey Bothamley, Director Business Development (Oil & Gas), Royal Haskoning, Mr T R Thomas, Chief Controller of Explosives, PESO, session moderator Mr Nikhil Jain, Research Manager, Drewry Shipping Consultants, Mr RK Mehra, Executive Director (International Trade), Bharat Petroleum Corp Ltd and Mr Ajay Gour, Regional Mgr Indian Sub-Continent & S Africa, INTERTANKO during the session.



"Steady growth in tonnage demand is expected on the back of rising oil consumption, mainly by emerging economies, expanding refining capacity, increasing voyage lengths and speculative inventory building."

Nikhil Jain,
Research Manager, Drewry Shipping Consultants

an incremental source of energy together with liquids," Mehra added.

T R Thomas, chief controller of explosives, Petroleum & Explosives Safety Organisation, gave an overview of the safety rules associated with the LPG & LNG import facilities, storage installations, pipelines and port installations. A brief presentation on the safe construction of LNG storage facilities in India and the various laws governing safety and fire fighting measures were illustrated as well.

Also, statutory requirements and approvals of port installations were deliberated upon. An instance of Rajasthan was given wherein the outsourcing of terminal staff was done and the agency employed fairly inexperienced staff without providing them any training which had led to a serious accident.

Ajay Gour, regional manager – Indian sub-continent & S.Africa, Intertanko, gave a brief introduction on Intertanko, an organisation which represents 75 per cent of the world tanker fleet with four offices around the world operated by 19 highly experienced people of the tanker market. His presentation focussed on the opportunities and growth in the oil and gas trade with a special mention that human resources in the shipping industry should not be forgotten.

Nikhil Jain, research manager, Drewry Shipping Consultants, gave an insight into the present crude tanker market and the future prospects in terms of freight rates and the ups and downs involved. **MB**



If Sky is the limit We commit to be unlimited in our services



Single Window Service

- Inland Container Depot
- Rail Operation
- Fleet Management
- Warehousing Of Over 4 Lacs Sq Feet
- Public Bonded Warehouse (Open & Close)
- CRT (common Rail Terminal)-Handling over 32 Rakes a Month
- Inventory Management
- State-of-the-art Shipping Solutions
- Office Space for Shipping Line, CHA, Freight Forwarders and Transporters
- EDI (ICES 1.5) Compliant with Full Fledged Custom Staff
- Transportation by Company Owned Fleet Of 200 + Trailers

Regular Train Scheduled from Sanand to :

- Pipavav : Friday / Saturday
- Mundra : Friday / Saturday
- Nhava Sheva : Monday / Wednesday

Complete rake on demand*

- JODHPUR
- AHMEDABAD
- VADODARA
- VAPI & JAIPUR COMING SOON & MANY MORE TO FOLLOW

THE THAR DRY PORT

....Adding value to business

(A unit of Hasti Petro Chemical & Shipping Limited)

Sanand - Kadi Road, Village : Nidhrad, Nr. Muni Ashram, Tal. Sanand,
Ahmedabad - 382 110, Gujarat,

For Inquiries Contact: Ms. Vaishali Desai: 079-40088591

e-mail: ahmmkt@thethardryport.com & info@thethardryport.com

www.thethardryport.com

17th 18th 19th 20th 21st

Session II: Bunkering: Can India be a Destination?

Experts Emit Fuel for Thought

One of the most interactive sessions during IMW, the bunkering session started with moderator Chandan Samaiyar and panelist Basheer Ahmed Sayeed pointing out about the significance of the topic and allotting it a place in IMW as bunkering is an ongoing major concern for a shipowner or a charterer.

Singapore, Basheer said, is one of the biggest ports in the world promoting bunkering, which has been helping more ships touch its shore, providing employment and generating revenue. The MPA figures show Singapore has sold 43 million tonnes of marine fuel in 2011 as against 210 million tonnes sold in the world. "Singapore does not impose taxation on fuel supply to ships. And so, any foreign going ship buys fuel without paying taxes," he remarked. India too can be a bunker destination but it has to address a lot of hurdles, the first being high taxation between 5-14 per cent, though Maharashtra has pioneered zero taxation,

followed by Goa and to an extent by Cochin and Haldia that charge 1.2 per cent. "Ironically, India exports a lot of fuel oil from its ports, like Chennai and Mumbai, and Singapore sells this bunker fuel cheaper than India," Basheer noted. Infrastructure cost like storages, barges, statutory requirements and regulations here add to the cost here for supplying bunkers. "We need to highlight this to policy makers for helping the shipping industry. There is a need to reduce taxes besides having facilities for supplying bunkers as more than 24,000 ships call Indian ports for cargo operations," Basheer added.

Dilip Mehrotra, in his capacity as the regulator, said the DG Shipping has been adhering to international norms, especially the Marpol Annexe 6, to ensure that the fuels meet environment standards like low sulphur content and carbon dioxide emissions besides making registration for bunker suppliers mandatory. "We are lagging behind in bunkering. Our share is only 1 per cent of the



"Suppliers in Singapore buy fuel from Chennai refinery at a certain price, transport it to

Singapore and sell it cheaper there, with zero tax. If they pay 'x' dollars to purchase the fuel, and 'y' dollars as transportation cost, how are they selling it at x-y?"

Dr Raghuvir C Bhavnani

world bunker sales. The DG Shipping is keen to promote bunker trade and met the suppliers recently. Issues such as infrastructure, sales tax and customs duties have to be addressed," he said.

The DG Shipping, he added, maintains the list of registered bunker suppliers. Of the 44 registered so far, 26 are PSUs and 18 are private operators. "Each location requires separate registration and it



Mr Basheer Ahmed Sayeed, CEO, Chemoil Adani (Singapore) Pte Ltd, Dr Raghuvir C Bhavnani, Vice President – Global Marketing, VISWA Lab, Mr Chandan Samaiyar, Chief Executive, Gulf Petrochem (I) Pvt Ltd, Mr Dilip Mehrotra, Deputy Chief Surveyor, Directorate General of Shipping, Capt Rahul Choudhuri, Operations Manager, DNV Petroleum Services and Mr Dilip Mody, Managing Director, Global Fuels & Lubricants Inc, during the session.

is the DG Shipping that is responsible to ensure quality compliance. If the quality is not maintained, the shipowner can go back to the IMO and inform,” Mehrotra noted.

Dr Raghuvir Bhavnani brought to table the issue of maintaining quality. “There is no connect between the fuel quality and the pricing. One pays \$800 a tonne for bunker fuel and yet care little for what one is getting. Why is there no premium for quality in bunkers? And what to do about it?” That was some food for thought.

Bunker fuel, for all we know, is the muck left behind after extracting gasoline, LPG, jet fuel, kerosene, naphtha from the crude oil in the refinery, he said. All impurities that are there in the crude oil are left behind in the muck that is burning on the ships. “We are making regulations for this muck so that it does not cause environmental problems.” Some more fodder here.

One reason why we don’t care about the quality is because the shipowner charters the ship to a time charter who pays for the bunkers. How good the fuel or what it will do to the machinery might not be his concern. The charterer is bothered about buying the cheapest fuel available in the market and supplying it to the ship. There is a need to standardise sampling procedure, he said.

Capt Rahul Choudhuri said India enjoys a strategic position and growth to capitalise on bunkering and asked if India was ready to implement the fuel standard ISO 8217 Specification, if not what is being done for it besides promoting trade within the licensing system with minimum fraud. Singapore, he said, plays a strategic role and driven by MPA, ensures that all bunker suppliers conform to or are better than the ISO 8217. “Bunker industry is already mature and competitive so India has to set a benchmark beyond

India Ratifies Marpol Annex VI

India has ratified Marpol Annex VI and it is going to be enforced from February 23, 2012. We have taken proactive steps from 2005 onwards making it mandatory for bunker suppliers to get registered with the DG Shipping and issuing bunker delivery note. If a vessel, especially an Indian-flag ship, does not take bunker fuel from a registered bunker supplier before it sails out, the vessel runs the risk of being detained. There have been instances in the recent past when Indian ships were held up in foreign shores for not meeting fuel specifications. We have to abide by the minimum requirements of the IMO. If we do not do so, we are not complying by international requirements. And let us not forget that shipping is international. While we can give some exemption to coastal ships, we cannot exempt ships plying on the international waters because they are subject to port-state control. Therefore, whatever we ask in our guidelines is in conformity with IMO regulations.



Dilip Mehrotra,

Deputy Chief Surveyor, Directorate General of Shipping

compliance to be a top bunkering destination,” he said.

“Singapore has issues but it also has a mechanism to address them. This is something that the DG Shipping here has to figure out,” Capt Rahul added.

Dilip Mody drew attention to custom documentation for bunkering that takes a lot of time in India. The International Bunkering Industry Association with a membership of 720 members from across the shipping industry, of which he is the first Indian member, has been working for resolving issues within the industry. “A branch of IBIA could be looked at for India,” he said. The body could liaise with all the government departments and oil companies, some of which are still not in coordination with Marpol Annex VI. “We need coordination within oil companies, shipping industry, petroleum industry and the government to make India a bunkering destination,” he added.

Chandan Samaiyar emphasised the potential for bunker sales in India at 10 million tonnes per annum. “Once we reach at least 5 million tonnes, we can say India is a bunker destination. We have the market, we have the product. We produce 17.54 million tonnes of bunker

fuel of which 5.17 million tonnes is exported. This can easily be diverted for sale back home. Also, Indian refineries are selling fuel as per ISO 8217. The issue is of competitive pricing.” The pricing at Indian ports, he said, can be made competitive on par with Singapore or Fujairah. As for the applicability of VAT, Indian refineries are willing to sell at lower price to foreign-run vessels. It is time for states like Orissa, Gujarat, Andhra Pradesh and Tamil Nadu to relax VAT, he added.

“Currently, we do not have special regulation or procedure as far as customs is concerned. What we require is a much more user-friendly procedure where human intervention can be reduced,” he summed up.

For a query from Antony Prince on the possibility of using LNG as marine fuel, Dilip Mehrotra said the government is looking at it and has already started a discussion.

The Indian bunker industry scenario has been changing over the last five years, growing 20 per cent per annum but the volume is nowhere near the target. With private participation, this industry is developing and the time therefore is right for Indian ports to encourage and give priority for bunkering, the session agreed. **MG**

17th 18th 19th 20th **21st**

Session III: Technology and Innovation at Ports and Terminals

Port Systems Go Hi-tech

The session saw exchange of interesting information from the panelists on port technologies in this digital era. Devendra Deshmukh of Gantrex India, the sponsor of the session, threw light on the key role played by crane systems in port efficiency. Gantrex India, part of the four-decade old ISO-certified Belgian group Gantrex Belgium, specialises in soft-mounting crane systems and offers complete solutions from designing, manufacturing, supplying, installation to consultancy. Present worldwide wherever heavy duty overhead crane applications are required such as steel, aluminum industry, ports, cement plants, automated warehouses at CFSs, Gantrex turnover last year was €90 million, with 350-plus people present in 30 countries in own subsidiaries. With bigger and bigger terminals and busier port operations being the order of the day, one cannot afford to have cranes or their movement stuck up during material handling for silly reasons, Devendra said. As cranes are getting bigger with wheel loads getting heavier, ports cannot ignore the efficiency of cranes as the deciding factor, he said.

If the clamping systems are not perfect and efficient, we will have the problem with rail alignment and wheels that will lead to stoppage of the cranes. "Fix it and forget it should be the mantra," he summed up.

Jack van Gelderen gave a detailed presentation on the wide range of innovative solutions being provided by HITT for fast marine and aviation applications such as hydrographics, precision navigation, port management, vessel traffic services, ground movement control (A-SMGCS), and airside operations management.



(L to R) Mr Jack van Gelderen, Director Business Development, HITT Traffic, Mr Thiru Vengadam, CEO & MD, IFS Solutions India Pvt Ltd, Mr Devendra Deshmukh, Director & Country Manager, Gantrex India and Mr Robert de Laat, COO, The Logic Factory BV during the session.



"All parties in the port should exchange more accurate and better information to increase the efficiency and quality of the port. Innovative technology and software play a major role in faster communication and make it possible for ports to be efficient."

Jack van Gelderen,
Director Business Dev, HITT Traffic

Thiru Vengadam explained the objective of implementation of enterprise resource planning (ERP) in a port, especially oriented to the customer who is at the end of the chain – handling all types of vessels and cargo, large volumes efficiently, quickest turnaround time, quality of service and communication, lowest optimum cost, overall competitiveness and reliability and focussing all processes towards the customer. "ERP can be centre of the universe for a port. ERP, Thiru noted, reduces redundant data entry and sharing of information across the organisation, establishes uniform processes based on industry

best business practices, improved workflow and efficiency, improved customer satisfaction based on improved turn-around of ships, increased utilisation of our capacity and assets by better scheduling, increased uptime of the equipments, better visibility into finance & accounts and cash management; and timely and accurate reporting to the stakeholders.

Robert de Laat dwelled on the planning and scheduling for efficient processes. "There is a need to develop a single application capable of solving any type of planning puzzle, in optimising the supply chain that involves vessel planning, crane, stockyard and resource planning," he said. Quintiq is the worldwide leader in providing advanced planning, scheduling and optimisation environment and is used in 500+ sites across 74 countries. "The Logic Factory is the only implementation partner with full operational development and support office in India (Ahmedabad), he added.

The session marked the end of India Maritime Week on a bright Saturday afternoon in New Delhi. **ME**

Surveillance, Hydrographic and Logistic Information, validated, real time, shared

Essential for running ports effectively and safely

Ports are important, complex, critical environments with many players. Optimum vessel turnaround time requires the utmost of data sharing and fine tuning of resource planning for all involved.

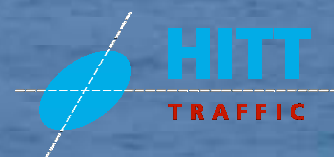
Port Management, VTMS and latest depth information provide mission critical data. This will become even more important as vessels continue to grow in size.

Optimum planning, routing, effective use of critical resources and perfect logistics all contribute to the status of a port. Also shorter waiting times for ships are beneficial for green performance.

We have the tools to help port organizations to do their job even better. If organizations are willing to share data the win-win result is tighter resource management, more efficiency and better situational awareness.

HITT Traffic

An HITT N.V. company. www.hitt.nl



HITT Traffic, P.O. Box 717,
7300 AS Apeldoorn, The Netherlands
tel: +31-55-543 25 00
fax: +31-55-543 25 53
e-mail: sales@hitt.nl
website: www.hitt.nl

Meeting of the Minds







March 07

China Maritime 2012

Hong Kong Convention Centre, Hong Kong

The event invites industry representatives, including senior executives from international ship owning companies, ship design firms, shipbuilders and suppliers to discuss the region's shipbuilding industry.

www.bairdmaritime.com

March 07

8th Annual Gulf Ship Finance Forum

Emirates Towers, Dubai

The event will focus on 'Time for shipping investments?' and will have ship-owners, financiers, investors, ship managers, brokers, lawyers and accountants to bridge the gap between ship-owners and international capital markets.

www.marinemoney.com

March 13-14

Coaltrans India

Taj Palace Hotel, New Delhi

The largest coal industry conference will provide coal sellers, buyers and trade with an expert faculty of speakers, from the highest levels in government and industry, both from India and overseas.

www.coaltrans.com

April 22-27

Singapore Maritime Week

Suntec, Singapore

Driven by the Maritime and Port Authority of Singapore (MPA), SMW gathers the international maritime community for a week of conferences, dialogues, exhibitions and social events in celebration of all things maritime.

www.smw.sg

April 23-26

3rd Annual Asia Green Shipping Conference

Raffles Convention Centre, Singapore

Themed 'Preparing the Asian Fleet for a New World of Environmental Limits', the summit will bring together regulators, ship owners, ship builders, designers and technologists from across the continent and beyond, to discuss the key issues of measuring and reducing the industry's carbon footprint, and measures to comply with upcoming regulations.

www.greenshipping.com


It's time for trade shows, exhibitions and conferences in the maritime sector. Here are a few events lined up for the coming months.

March 14-15

7th Maritime Communications & Technology

Singapore

The summit will focus on the latest developments in broadband connectivity for shipping fleet, new technological developments and their use to maximise operational efficiency and draws directors and managers of IT and Information Systems, Communications, Operations and fleet managers.

March 19 - 21

Shipping 2012

Hilton Hotel, Stamford, Connecticut

Around 2,500 delegates, speakers, sponsors, exhibitors and visitors from 50 countries are expected to gather in Stamford to actively immerse in the challenging Game Changers of the day - to work out the future of global trade.

www.shipping2012.com

March 26-28

DIMDEX 2012

Qatar National Convention Centre, Qatar

Doha International Maritime Defence Exhibition and Conference is a specialized maritime defence exhibition in the Middle East bringing together companies representing the latest technologies to meet the maritime security challenges of the 21st century.

www.dimdex.com

March 29-30

6th Indian Ocean Ports & Logistis 2012

Le Meridien Hotel, Mauritius

The 2-day exhibition and conference will feature senior executive delegates from the world's ports, shipping and logistics companies to discuss and exhibit their latest products and services to more than 350 international participants and trade visitors.



Simplify Your Shipping

Red Eagle Group offers Liner Service, Customised NVOCC, Air Freight Services to Global Destinations, Project Cargo handling, Integrated Bulk Transportation, International Freight Forwarding, Custom Clearance, Vessel Management and Logistics Management



LOGISTICS
DISTRIBUTION

PROJECT
CARGO

INTERNATIONAL
REMOVALS

BUYER'S
CONSOLIDATION

OCEAN
FREIGHT

AIR
FREIGHT

RED EAGLE SHIPPING AGENCIES PVT. LTD.

506, Millennium Plaza Tower B, Vth Floor, Sushant Lok, Sector- 27, Gurgaon-122002, Haryana.
Tel: +91-124-4046130, Fax: +91-124-4046139 Email: info@redeaglegroup.com

“Faster. Deeper. Bigger. Better.”

Why business is a pleasure at India's largest private port.

APSEZ is widely regarded as the port of the future. Businesses around India are discovering the strategic merits of operating at India's largest private port. Spread over 100 sq.km, APSEZ is large and getting larger. A deep draught at all 12 berths allows fast turnaround of even post-Panamax vessels. Highly mechanised and automated processes bring in exceptional efficiency. Comprehensive support infrastructure like cargo handling chain and warehousing facilities is centrally coordinated by a competent team. What differentiates us is a customer and growth-centric vision to facilitate hassle-free world-class operations.

In just ten years, APSEZ has become the fastest growing diversified multi-product port and SEZ. Experience how competencies converge and synergize to offer compelling operational economies. Leverage the rare network of value chains to empower your global business.

- Shortest land route to Western and Northern India.
- Comprehensive rail, road, sea and air connectivity.
- 12 operational berths for dry bulk, break bulk, containerized & liquid cargo.
- Deepest draught up to 17.5m.
- SPM facility for VLCC.
- Competitive logistic costs.
- Warehouses for dry and liquid storage.
- Offices and Townships.
- Integrated Quality Systems.
- Dedicated to excellence.
- Dedicated coal terminal with discharging capacity of 200,000 MT/day.



ADANI

Adani Ports and Special Economic Zone Limited

www.adanigroup.com