



J. M. BAXI & CO.

INNOVATION • COMMITMENT • PERFORMANCE

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It is with a profound sense of enthusiasm that we introduce the J.M.B Group Newsletter.

The world and ourselves now live in an era that is called the information age. Circa 2013 for us is the time of new beginnings of big innings.

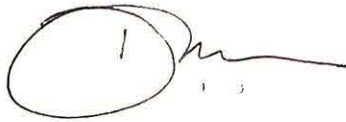
We as an Indian organization are in a unique position with our roots firmly established over decades in all land based maritime and logistics activities. We have been privileged to be partners and participants with respected and iconic global and Indian companies across all commodities, geographies and activities. Whence we live in a competitive world, to ensure success we need to be an intelligent and knowledge based organization. Only that would be our "differentiation" cutting edge. One of the many ways of enhancing the competitive edge is sharing of knowledge and sharing of information.

With this in view we have decided to introduce the J.M.B. Group Newsletter. Let us stride ahead with confidence and courage and further build our organization and relationships to ever greater heights.



Krishna Kotak

Chairman



Dhruv Kotak

Joint MD



Vir Kotak

Joint MD

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BRANCHES :

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J.M.BAXI GROUP NEWSLETTER

WELCOME TO OUR QUARTERLY NEWSLETTER

"All the strength and success you want is within yourself. Therefore, make your own future." With these words of Swami Vivekananda, Mr. P. Chidambaram, Minister of Finance, concluded his 2013-14 budget presentation to the Indian Parliament on 28th February 2013.

As the various commentators of the budget have opined, it was a budget which endeavoured to do as little as possible to disturb, and as much as is possible within the constraints of circumstances. In cricketing parlance it can be described as to drop anchor and play out the day. This calls for utmost concentration. It calls for being opportunistic without any risk and it calls for playing to ones strengths and the weaknesses of the opposition. The message we should grasp "LET US MAKE OUR FUTURE"!!!

Our shipowner principals are under enormous pressure of untenable circumstances, low freight rates or charter rates, lower asset pricing for ships and high costs in terms of fuel and finance. Our trade customers too are faced with their own challenges of a global economic crisis leading to declining prices and declining markets. In the mining sector across almost all commodities a severe regulatory and environmental led slow down. Above all, woefully lacking infrastructure. With every problem there is an opportunity. This is the time for us to put our hands up to be counted to be firmly entrenched with our principals and our clients. We will ride out this storm together. Even they know that we too are faced with similar problems as theirs. We shall stay committed to our principals and customers, cut and manage our costs, innovate and MAKE OUR OWN FUTURE.

From the highest level of the Government of India there is a directive

and commitment to enhance infrastructure. The Ministry of Shipping is working feverishly to encourage PPP's in the port sector. Whilst there are major ambiguities and confusion such as TAMP and its role and land policy bottlenecks, yet we will see some interesting action on both the coasts of India. Agriculture produce trade is continually beating trends with rice, wheat, maize and cotton leading the export trades trend and import of edible oils and pulses briskly going up. The inland movement of containers and balancing of containers at various inland locations is an opportunity waiting to be tapped.

We are observing a gentle growth and regeneration of industrial capital expenditure which we closely see in our projects and logistics vertical and we hope to see continued growth in the same. The oil and gas sector may see some changes which could lead to a revival in a sector

which for the last two years has almost been stalled. We seem to be entering a phase of a gradual change away from the negative to positive. It could almost be a repetition of the period of 1997/1998 and the period of 2003/2004. We have positioned ourselves to be ready for the future, let us continue to do what we are good at.

To achieve our objective of being closer to our customers, to be a knowledge organization and to be innovative and productive we have begun our experiment with "Programme Reach Out" (PRO). I am happy to share that we have made a beginning which has exceeded our expectations manifold. We will now extend the programme upto December 2013 details of which will be listed elsewhere. Again to borrow from the budget speech a quote of poet Saint Tiruvelluver, I quote and say "What clearly the eye discerns as right, with steadfast will and mind unslumbering, that should man fulfill."

- Krishna B. Kotak



BOXCO



J.M.BAXI & CO.

www.jmbaxi.com

BOXCO LOGISTICS

www.boxcoworld.com

ULA

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ARYA OFFSHORE

www.aryaoffshore.com

VCTPL

www.vctpl.com

DIABOS

www.diabos.biz

Rapid Expansion in the Seaborne Crude chartering industry leads to a Joint Venture between J. M. Baxi & Co. and BRS

BRS Baxi Far East Pte. Ltd, is a recently concluded Joint venture between J.M. Baxi & Co – India and Barry Rogliano Salles (BRS). BRS Baxi Far East Pte. Ltd is strategically located at Singapore one of the global hubs of the maritime transport Industry. The Joint Venture will focus on Oil Transportation markets for the present with a special emphasis on the Sub-continent.



Capt. Ashok Sharma, Managing Director - BRS BAXI Far East Pte. Ltd. with Mr. Joe Stone - Broker, BRS

A combination of rapid GDP growth over the last two decades and a young population has resulted in an ever increasing hunger for Energy within India. As a consequence the country's crude oil imports are increasing faster than any other market in the world except China. India's crude oil refining capacity is at approximately 240 million metric tons per annum and expected to cross 300 million by the end of the decade.

India boasts of an extremely vibrant tanker chartering market place within which Indian charterers fix at least one VLCC everyday for crude import into India, apart from about 15 Suezmax's and 20 Aframax's on a monthly basis. Product exports out of India are also in excess of One million barrels per day.

The Paris headquartered Barry Rogliano Salles (BRS) is a more than 150 year old international ship broking company. They have an extensive client base of charterers, owners and ship broking associates which will add tremendous value to BRS Baxi's operations. On the other hand, J.M. Baxi & CO. with their almost 100 years presence in the Indian maritime space consisting of relationships, goodwill and brand equity will add a significant dimension to the joint venture.

J.M. Baxi & CO. and BRS both view the joint venture as a stepping stone to a more intensive relationship in the future drawing on the obvious synergies that have arisen out of this joint venture.



(L-R): Mr. Vir Kotak, Mr. Mukesh Oza, Mr. J.V.D. Heydt, Capt. PVK Mohan, Mr. Ajeya Kallam, Mr. S. Hajara, Mr. Tom Lin and Capt. Anil Singh

VCTPL Phase-III is now operational

The year 2012 had witnessed Vishaka Container Terminal (VCT) crossing some key milestones and creating landmarks in the history of the terminal. Whilst on the throughput front, the count for the year has crossed 250,000 TEU mark, a healthy 18% growth over previous year, on the infrastructure side the terminal has doubled its handling capacity.

During September 2012, two newly procured Post Panamax Quay Cranes and four Rubber Tyre Gantry Cranes were inaugurated and christened at the Visakha Container Terminal Pvt. Ltd. (VCTPL). With this, the inauguration of Phase-III of VCTPL also took place. The ceremony was graced by the presence of eminent personalities from the Shipping and Trade fraternity.



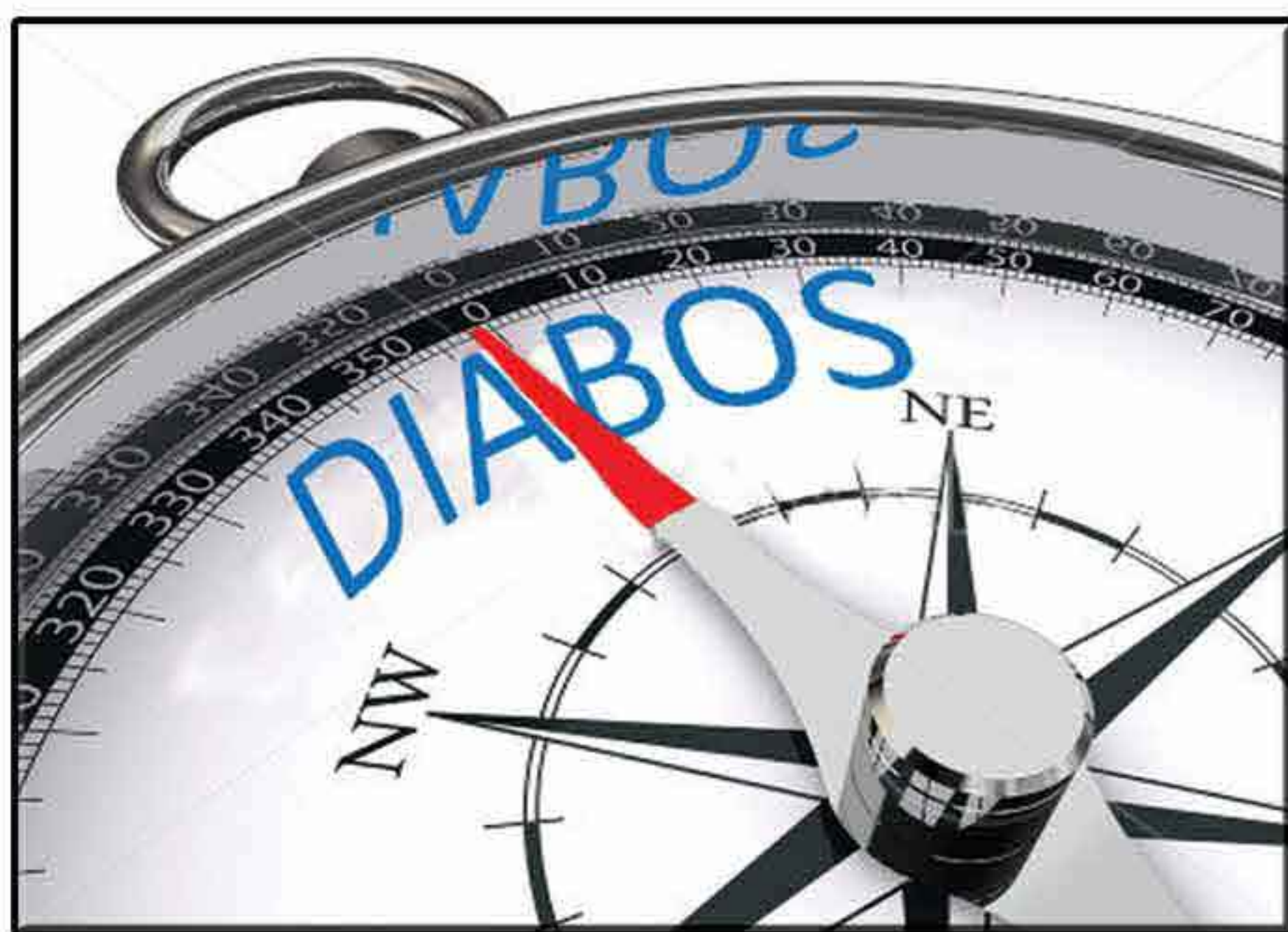
(L-R): Mr. Tom Lin, Mr. Vir Kotak, Mr. Mukesh Oza, Capt. Sriram Ravi Chander and Mr. S. Hajara

The six cranes are named as Viraat (Colossal), Vishal (Vast), Vishwas (Belief), Vikas (Progress), Vihaan (Beginning of new era / morning light) and Vibhut (Sacred ash). The quay cranes are the lightest cranes in their class and the tallest cranes available today on the East Coast of India. The new set of cranes are not only advanced and efficient but also have a variety of eco-friendly features. With the additional infrastructure, VCTPL will certainly be able to handle the market's burgeoning growth with more efficiency.

DIABOS steps up presence as DA services provider

Navigating through a maze of Port State regulatory compliance demands, number crunching on port disbursement and third party vendor payments can often be tougher than actually sailing the cargoes through the high seas. There are evergrowing competitive challenges in areas like transit time management that can impact marginal costing and profitability.

Transaction automation solutions that can ably handle this complexity have thus, been in demand as traditional practices of vessel call management have turned costly and time inefficient. Not all gilt-edged solutions however, can meet or match a Principal's expectations and needs. "Integrating capabilities of IT with the maritime domain knowledge & experience has thus, been the forte of DIABOS, set up way back in 2007 and now steadily establishing itself as the nodal Knowledge Process Outsourcing (KPO) with a steady stream of new customer acquisitions" avers Imran Vohra, President & CEO, Diabos, who has spent over a decade in the DA services domain.



The Diabos footprint in the market has since steadily consolidated and it added 8 new customers in 2012 to its existing client base. In this last one year, DIABOS added reputed project carriers Scan-Trans ApS, Intermarine LLC and a major oil carrier Tesoro, DIABOS has also started pilot projects with six other clients, whom it has targeted to add on during 2013. With this, the Diabos service pipelines now span the entire shipping freight supply chain – from the oil tankers to chemical tanker, bulk and project cargo carrier sectors. This rather uphill growth in business in an otherwise dampened shipping market has strengthened Diabos as recognized and reliable DA services provider in the shipping industry today.

A case in point is that apart from conventional port disbursement account management, Diabos now also provides Cash Management Services (CMS) for companies that are interested through a trust account with Citibank, London & Document Management Services (DMS), in addition to the services already provided in the existing modules in operation. Diabos will soon be launching further value add-on services like Port Cost Finder & Operator Diary.

Going forward, Diabos is now looking at broadening its presence in far-flung markets that are still to be effectively tapped and is offering a customized DA solution to suit various

sectors. In this endeavor, Diabos is now talking to prospective clients in the cruise liner and short sea shipping industry and hopes to form a niche base in these sectors. The Diabos software development teams are meanwhile also trying to focus on providing more system-enabled features & facilities to existing customer base and improving the Diabos system to factor in to newer demands.

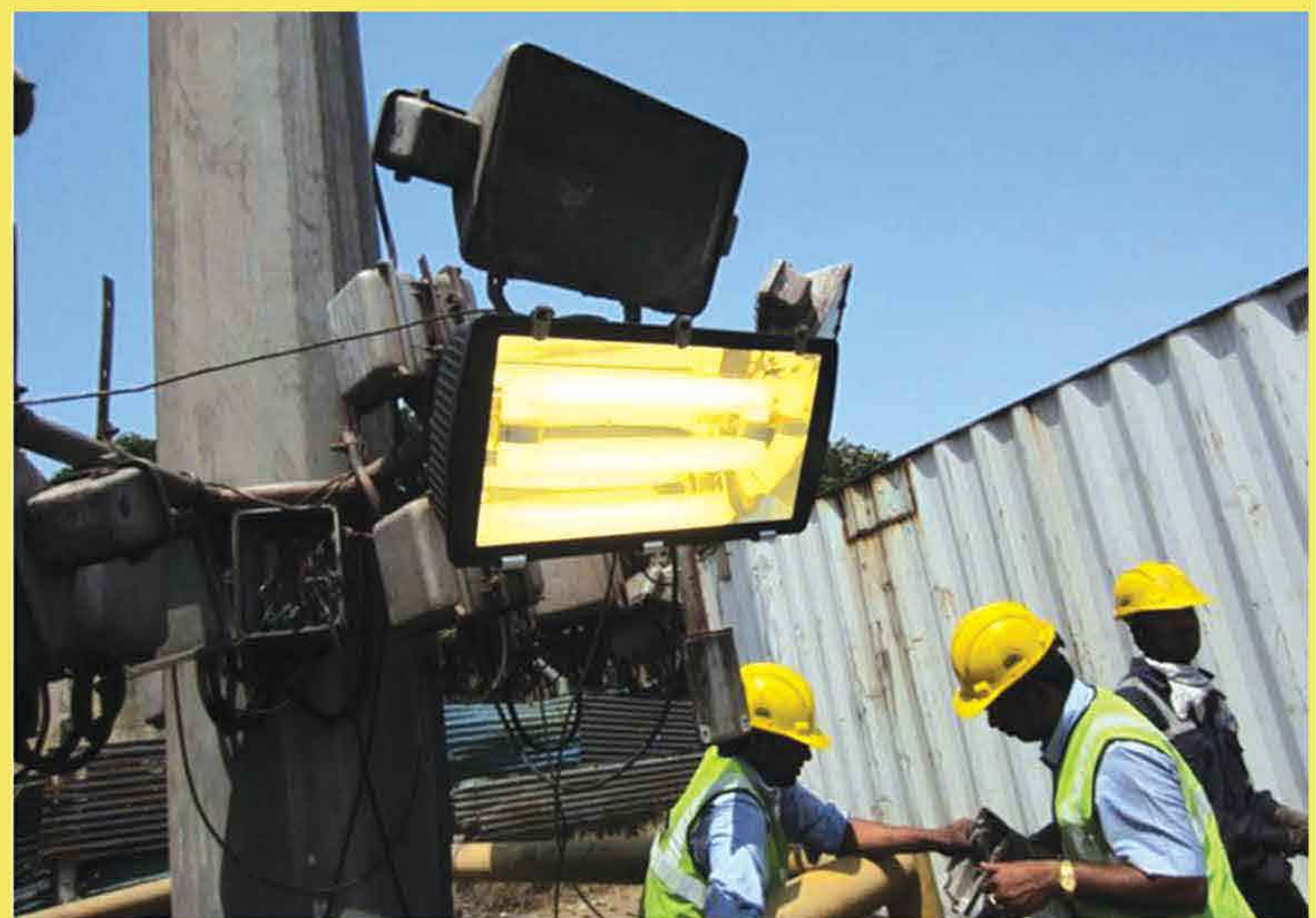
The Diabos advantage mainly comprises of its highly trained and skilled staff not only in the area of DA processing but also in various specific service sectors of the shipping industry. The



Mr. Imran Vohra

Diabos system is thus, better suited to customization compared with other stand-alone software systems in reaching out to different sectors in the industry. Current client profile of Diabos includes leading names like Arcelor Mittal, one of world's largest shipper of ores, coal, steel etc and Noble Group, the global shipping and trading house and Stolt, a US-based tanker shipping company and Eletson Tankers (owns and operates one of the world's largest fleets of medium and long range product tankers) who have now been with DIABOS for 2 years or more.

Energy-efficiency Solar LightPipes:



Taking the lead in energy-efficiency in lighting, Visakha Container Terminal (VCT) has introduced an innovative and state-of-the-art technology. LightPipes, as they are called capture natural sunlight and transmit it through specially designed piping system, resulting in 100% savings by artificial lighting during daytime or almost 50% reduction on energy bills on a 24-hours operation. The LightPipes have also been integrated with control based light-dampeners, especially for conference rooms, to control lighting levels as per requirements. This initiative, first-of-its-kind even for OEM Skyshade, is gaining popularity which is highly encouraging. The above measures have resulted in realized and potential savings of about 15768KWH/YR on account. This is equivalent of Rs.78, 840/- at modest Rs.5/- per unit of electricity. Putting these figures in carbon equivalents, this would result in a total savings of 12 tonnes of carbon dioxide equivalent / 12 tCO₂e.

Health, Safety and Environment @Boxco

A key asset of a service organisation is its working people. And where the work process in question involves undertaking hazardous and risky field jobs and working on large mechanically-operated machines, it becomes all the more imperative for the company to go an extra mile in protecting its human assets by means of well-defined Health, Safety and Environment (HSE) Policy. Boxco Logistics India Private Ltd (BLIPL), engaged in project cargo logistics has been proactive in the area of promoting safety culture in the organisation at all levels by setting up standard operational safety procedures and protocols at its work sites.

"With the use of Personal Protective Equipment (PPEs) a BLIPL employee is geared for a site job, whether on board vessels or at remote inland power plant and refinery sites. PPEs are supplied annually to BLIPL field staff based on the nature and demands of work and site environment. Hard toe safety shoes are bare necessity for any site staff. Helmets, boiler suits, safety jackets, safety goggles and gloves are provided as per work environment condition" says Capt. Jolly, who heads the operations at Boxco. Safety education also forms an integral part of institutionalising the operational safety by means of inculcating correct safe work practices.

BLIPL site staff has been trained under the Occupational Health & Safety Advisory Services (OHSAS) standards and refresher briefings are conducted periodically at each site by branch offices. Tool box meetings are conducted prior commencement of each operation to remind each staff member about safe procedures for rigging, operating, driving, general demeanour and other activities. The system of checklists ensures daily upkeep of equipment and manpower safety at sites. This data is received at a respective office, analysed for shortcomings and corrective action is thereafter, undertaken.



Capt. D. S. Jolly, President (Operations) - Boxco Logistics (I) Pvt. Ltd. with his team

Cargo Safety: The safety culture at Boxco is also extended to the handling of the cargo and the equipments being used in the project movements. On the engineering front, in case of heavy lifts, particularly super ODCs, loading, lashing and load stability calculations are computed, and corrective/ preventive action is taken for both, land and marine transportation. "STAAD Pro V8i, a state-of-the art structural analysis and design software is extensively used in analysing and assessing the shear strength of the structures like roads and bridges that would be exposed to static loading" explains Capt. Jolly, who undertakes route planning decisions for project cargo movements at Boxco.

The analysis is used in detailed route planning that precedes the actual movement of ODC project cargoes. Once route planning is finalised further preventive and corrective maintenance of transporting equipment is carried out to ensure they are running in healthy condition at all times. Therefore an HSE system coupled with engineering for critical load situations helps BLIPL maintain international safety standards and ensure a safe working environment thereby protecting her manpower and equipment.

Learning to cope with the code of contract



Rapid-fire changes in the Indian logistics services market is bringing about far reaching changes in the way the conventional arms-length business relationships and market practices are now getting radically transformed. Logistics companies now need to come up with appropriate responses in terms of integrated project management practices, which involve working with the customers closely and incorporate a high degree supply chain transparency in dealings. Constantly re-training their workforce and project staff to confidently meet the new business challenges and quickly adapt to the changing market conditions is the *sine quo non* of service excellence.

A well-negotiated and well-drafted contract might often prove be the first necessary step towards enabling successful and satisfactory service delivery performance. With an objective to hone the contract management skills of its employees, J.M. Baxi & CO. organized first of a kind seminar on December 22, 2012. A corporate seminar entitled 'Contracts – The Backbone of Business World' was held with an objective to throw light on the legal implications of a Contract. Mr. C.K. Sharma, a prominent personality from the maritime industry, was the guest speaker of the seminar.

Mr. Sharma in his presentation highlighted the different types of Contract and various technicalities involved in the signing of the contract and managing the various tasks associated with it in the first half of the day-long session. The second half of the

session focused on the theme 'Understanding Beyond Written Words' - which involved real-life case studies about the problems occurred due to ambiguities in a contract. The Speaker brought to light the critical aspects of how simple mistakes like a missing punctuations can change the entire meaning of a sentence in a contract resulting in undesirable consequences.

A noteworthy point mentioned by Speaker was "It is almost impossible to escape from someone who comes to you with the intention to cheat you!!!" However, if one understands the implications of drafting and signing a Contract and is cautious right from the beginning, then he can avoid getting into trouble and thereby safeguard his company's interests.

Needless to say, Mr. C.K. Sharma well lit the topic of how the legal implication of each contract indistinctively leads to opacity in understanding & serve excellence for each project.

Mr. C.K. Sharma, currently heads the shipping arm of OPG Power Generation Pvt. Ltd. He has earlier held prestigious positions in SCI, RIL and Essar Shipping.

Resurgence marks the East Coast Maritime Summit

Buried deep under the debris of history, the momentous imprints of India's ancient maritime glory speak of its myriad ships and sailors that sailed from the East coast of India to the distant shores of Suvarnadweepa to the Islands of Java, Sumatra, Kalimantan and mainland China. While these images may have faded in living memory over time; yet, when fresh rumblings of maritime resurgence at the turn of 21st century are being heard, one is reminded of those distant echoes of a much-celebrated era of India's maritime past. Such immense potential as what the India's East coast has always held - is only now becoming evident. This was much in evidence at the recently held East Coast Maritime Business Summit at Visakhapatnam.



Shri. Krishna B. Kotak (third from left) along with the other honourable speakers at the Summit.

The summit conference was jointly organized by the Visakha Container Terminal Pvt. Ltd. (VCTPL) and the Visakhapatnam Port Trust (VPT) in association with Maritime Gateway, a leading Hyderabad-based maritime journal that hosted the two-day event, the first of its kind in India's East Coast. The event witnessed detailed presentations by the doyens of the

Sprinkler Irrigation for the Lawns:

The saying 'In the long term, economic sustainability depends on ecological sustainability' is well known at VCTPL. To contribute towards environment sustainability, the terminal has come up with a distinctive method of watering plants in its region. By this method, water is distributed through a system of pipes by pumping. It is then sprayed into the air, through spray heads, irrigating entire soil surface in the form of small water droplets. This unique irrigation Sprinkler system is especially designed to ensure maximum water saving, combining high quality and ease of installation. With the introduction of these sprinklers, the terminal has achieved higher water efficiency by reducing water consumption up to 40% for its Greenery maintenance.



maritime industry on Port Infrastructure, Cargo Movement, Connectivity etc., with respect to the Eastern coast ports of India.

The summit proceedings were marked by presentations from Shri. S. Hajara, CMD - Shipping Corporation of India, Shri. Krishna B. Kotak, Chairman - J.M. Baxi & Co., Capt. Sriram Ravi Chander, COO - VCTPL, Shri. Ajeya Kallam, IAS, Chairman - VPT among others. Smt. D Purandeswari, Union Minister of State for HRD was the Guest of Honour.

The keynote address of the summit conference was delivered by Capt. Sriram Ravi Chander, COO -VCTPL. Reminding about the rich maritime heritage the East coast of India, Capt. Chander said that time has come to revive the past glory. He noted that Vizag was now undergoing a very important transition - from the earlier predominance of mineral-based commodity trade to container movement of manufactured products - a distinct freight value migration that he said would lift-up region and transform Vizag port in to a transshipment hub for container trade in the region.

Shri. Krishna B.Kotak, Chairman - J.M. Baxi & Co., in his address at the summit also reiterated that Vizag will emerge as the future maritime capital of the East coast. In an insightful presentation, Shri Kotak said that apart from the ongoing upgradation of the Vishaka terminal infrastructure and handling facilities at Vizag, what marked out the prospect of the port was the inherent cost advantages that Vizag could offer to shippers and shipping lines as an emerging regional transshipment hub. He further summarized the progress of Public Private Partnership (PPP) model of infrastructure development in the port sector over the years, pointing out to some its lacunas and the need for an accentuated policy revamp. A white paper on the summit proceedings has since been submitted to various nodal agencies of the governments of Eastern coastal states to press for necessary action and policy decisions. This summit conference was attended by more than 250 delegates from across India and abroad.

Story of my maiden voyage to India - DB 456

(An autobiographical excerpt from DB 456)

Ladies and Gentlemen, my name is DB 456. The mariners would know what DB stands for, however, for the sake of the land lubbers, DB is Derrick Barge. My owners are one of the largest offshore construction companies, who fabricate offshore structures like drilling platforms, accommodation modules, etc. While I have had the opportunity to sail the seven seas but never had a chance to set sail to India till 2010, by when I was a robust 28 years old. When I had asked my sisters and brothers of their experience in the Indian waters, I had received mixed reactions. But being the inquisitive kind, directly asked my Master about the nuances of operating in Indian waters. The silver-haired Master aptly summarized, 'You will have to experience the wrath of Nature and the Indian bureaucracy'. I had in my previous sojourns braved the roughest of seas but the latter was a Googly (not that I am a good cricketer).



The Master then explained that if I follow the advice of logistics provider or agent in colloquial terminology, I would have a smooth sailing. I thought it over and asked him who it would be. I was surprised to know that

our owners had a very detailed selection matrix and they had selected Arya Offshore for the complex activity. I needed to understand what the QRs (Qualitative Requirements) were, wherein the said organization scored over the others. He informed me that Arya Offshore is 35 years old which made it older than me. It had a specialized pool of over 300 personnel manning over 10 offices in various ports of the country.

That got me to think of the organisation's USP which was yet to come. Everyone had briefed me on the maze of documentation required to operate in India and I was told that Arya Offshore had a large documentation center to look after all my paperwork. But nothing like 'seeing is believing'. And behold, I was taken aback when two days prior to my sailing out of Jebel Ali for Mumbai, one smart guy named Rickio boarded me and went through all the papers in a business-like fashion to ensure that everything in my belly and on top was actually documented for. He gave my team crisp instructions on the formats required and changes to be made. I could see my crew was really running to meet the deadlines. He was like the Lone Ranger, who came, saw and left (on completing his task). Soon as he left, my Master ordered "Anchors Aweigh" and I was on my maiden voyage.

Enroute my Engineer Officer landed in a jam and needed some compressor parts to be delivered upon my arrival at Mumbai. He was worried whether they would reach Mumbai from Houston because, in his opinion there would be many agencies involved in air freighting the item and time was running short. Arya Offshore guys came again to our rescue in providing the end-to-end solution. They asked their sister company

BOXCO LOGISTICS INDIA PVT. LTD. to do the needful. It was then that I realized Arya Offshore's reach did not end at Indian shores but goes beyond that. A true glocal company. The dramatic arrival of the compressor part is another story, which I will relate some other time.

Towards the end of the day, on completion of the tasks the teams left me including my friend Rickio. There was a sigh of relief on everyone's face which was short-lived as few moments later I heard the Master proceed to site for 'Down Moorings'. I knew I had to perform new tasks and proceed onward.

(As narrated to Reporter Cdr. Dhulekar of Arya Offshore)

Capt. Klaus-Dieter Giese



There are few professionals whose career virtually spans the lifespan of the industry they have served and have virtually seen it grow from being born. Capt Klaus Dieter Giese, is one such man. Capt. Klaus-Dieter Giese, a well-known name in the shipping fraternity, spent almost 50 long years in the container shipping industry.

Born in 1946, Klaus-Dieter Giese joined the Rickmers-Linie, specialist in the global transportation of breakbulk, heavylift and project cargoes a member of the Hamburg-based Rickmers Group on May 23, 1965 as a seaman. With years of hard-work and dedication, he held several positions in Rickmers-Linie. After spending more than 20 years at sea, he came ashore to take up the duties of an Owners Representative of Rickmers-Linie in Houston from 1986 until early 1990. Capt. Giese moved to Hamburg in 1990 and took over the responsibility for the Indonesia-Service, which had been transferred from Hapag-Lloyd to Rickmers-Linie. Being known for establishing the Rickmeres-Linie Operation Centre for South East Asia in Bangkok in 1998, Capt. Giese headed the India trade from 2003 and retired from his service on December 31, 2012.

With his in-depth knowledge of operations and stowage planning and backed by the expertise of United Liner Agencies team, Capt. Giese has played a huge role in improving operations in India. The team has brought about efficiencies in cargo handling, thereby reducing costs and including profitability. ULA & Capt. Giese were jointly instrumental in introducing Rickmers service at Kolkata Port which has been very well received by the Trade.

We, at J.M. Baxi & Co. wish Capt. Klaus-Dieter Giese great success in his future endeavors!

BLIPL - the Fastest Growing LSP in the Sub-continent

Every second day we see a vehicle convoy on road of an abnormal shape and a larger than life size. For the common eye, this was a hard to believe scenario of hydraulic equipment carrying and moving hundreds of tons of cargo on hundred set of wheels on roads they move by daily. This has changed with transport organizations flooding the market with new hydraulic equipment, and multi-axle hydraulic trailers are now a common sight. However, the largest, most perilous and record breaking projects are still carried out by the crème of the Project Logistics Industry. Boxco Logistics India Pvt. Ltd.(BLIPL), a brainchild of the J. M. Baxi Group, is one such firm and has been a pioneer in diversifying into a wide range of project logistics services be it for rail, road – in-site shifting, local and cross-country, air, inland waterways or ocean freight.

275 MT Ammonia converter :

BLIPL is credited with moving the most challenging cross-country convoys moved in India in previous months. Recently, BLIPL has transported a 275 MT Ammonia converter for Tata Chemicals Ltd., Babrala. The cargo was transported to Atrauli, Uttar Pradesh on hydraulic axles, from where it was loaded on a railway wagon assembly for transportation

through a distance of 26 km up to the plant at Babrala. One of the key challenges faced were obtaining permissions from the railway authorities which involves a chain of engineering scrutiny. After receiving permission from RDSO, the relevant body incharge for railway safety and engineering, the most critical part was crossing the water bridge on rails.

380 metric tonne Stator :

Jayprakash Power Ventures Ltd., an associate company of the JP group, is building a 2 x 660 MW thermal power plant at Nigri, Dist. Singrauli in Madhya Pradesh. The heaviest equipment for this plant was the 380 metric tonne Stator, for which there was no direct, suitable road route between source and destination. BLIPL has devised a complete multimodal door-to-door solution for transportation of this Stator which was manufactured by an L&T- Mitsubishi JV, at

their works in Hazira, Gujarat. The Stator was transported on double platform hydraulic axles locally from the Hazira manufacturing complex over a 12 km stretch to Essar port for delivery to an ocean going vessel, chartered by the J. M. Baxi group. This vessel transported the Stator from Hazira to Kolkata port, where a double banking discharge operation was carried out for loading the Stator on to a barge. The barge was towed from NSD, Kolkata up through the river Ganges up to Zamania, Uttar Pradesh.

At Zamania, a RO-RO jetty was constructed to receive the Stator by rolling off on hydraulic axles. Roll off and transportation of stator by road from Zamania to JP Nigrie site was done on 16 (1+1/2) axle of Goldhofer trailers.



Adding to the above problems, monsoon started on 15th June, due to which construction of couple of bridge bypasses and road widening civil works had to be redone.

The major hurdles faced during this cross country transportation, were crossing of two major electrified railway level crossings in

Uttar Pradesh through which daily about 500 trains pass including Super fast trains, construction of 10 numbers of bypasses, especially major bypass of bridges over Sone river and Reed river, negotiating trailer through narrow village roads, congested forest roads, removal of height barriers, electric cables and moving in naxalite affected area in Chhattisgarh.

Five numbers 520 HP Volvo Prime Movers were accompanying the convoy as steep up and down gradients had to be negotiated in many places in Uttar Pradesh, Chhattisgarh and Madhya Pradesh. Transportation on concrete roads, through rough seas, up to the holiest river of the country, over-crowded villages, extremist-affected forests and sinking muddy roads, this multimodal transportation, being the first of its kind, had all the action it needed and more.

Mechanised bagging of fertilizers at Kandla port

Ports are not just about ships unloading bulk cargoes – increasingly they are also emerging to be logistic hubs that undertake a number of value-added activities

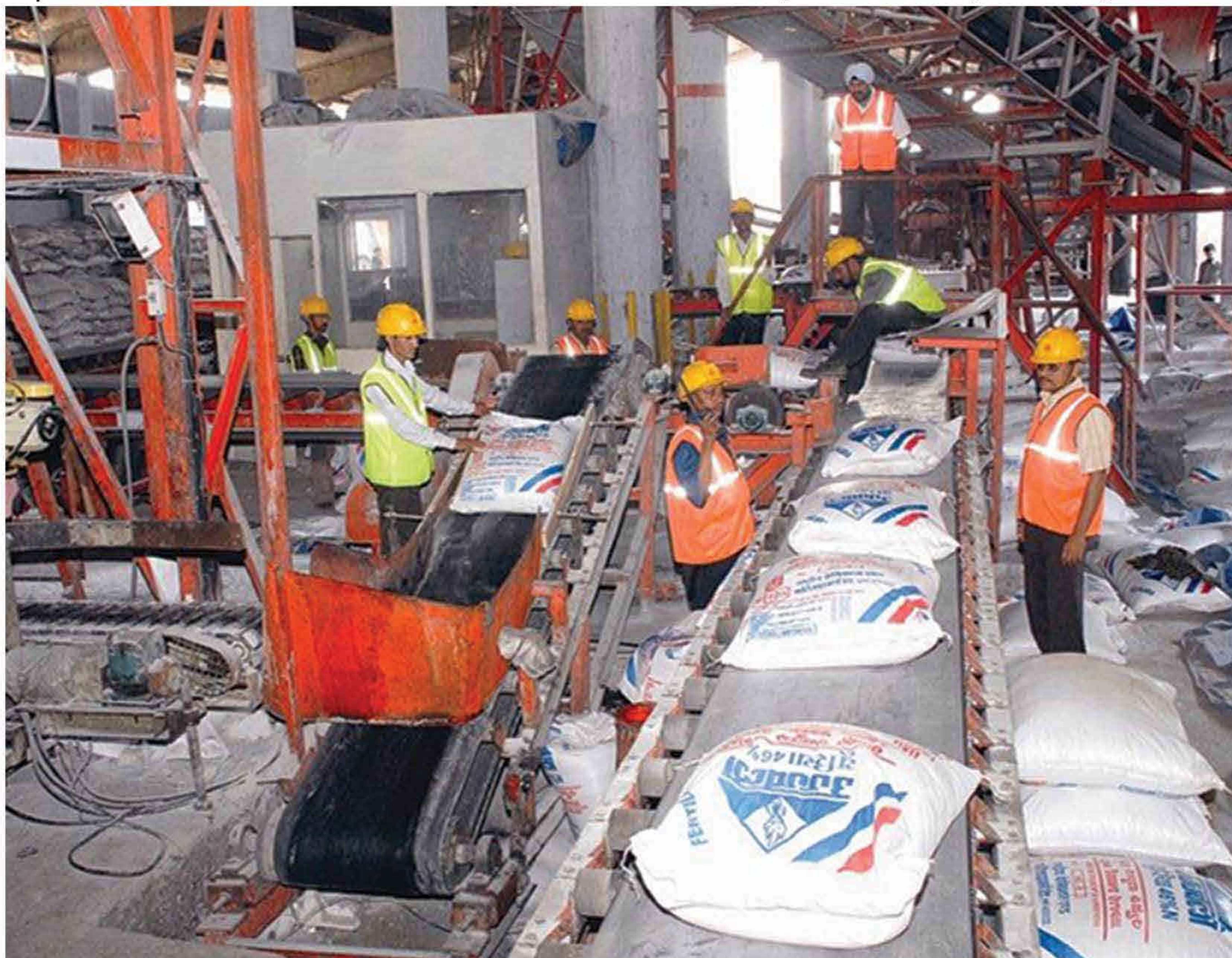
Ports are not just about ships unloading bulk cargoes – increasingly they are also emerging to be logistic hubs that undertake a number of value-added activities. "Kandla port which receives a huge volume of finished fertilizers by way of imports has now facilities for mechanised bagging which was set up by J.M.Baxi & Co, a unique facility that is critical in ensuring quick-turnaround for end-user fertilizer distribution in the vast agricultural hinterland of north India" explains Mr. Sanjay Chaturvedi, who heads the bagging plant operations at Kandla port.

Kandla port is an important gateways for agricultural and fertilizer cargoes. Especially, with several new Indian overseas fertilizer joint ventures in the Middle East, the regional trade inflow of both finished fertilizers and fertilizer raw materials into India is likely to keep the port ever busy.

Until the year 2007, when the Mechanical Bagging Unit (MBU) was commissioned at Kandla Port, the bagging was done manually, which had considerably slowed down process resulting in slow output, staining of bags,

underweight issues, etc. Upon commissioning of the mechanical bagging unit, the face of handling imported fertilizer industry at Kandla has radically changed.

The mechanical bagging unit is now able to deliver 4,800 metric tons per day of bagged fertilizer cargo, with no stain marks on the bags similar to factory-stuffed bags. The fertilizer industry has now started looking at Kandla operations with much greater confidence since large volume of fertilizers are now being handled, including urea which was a difficult product to bag manually.



The imports of finished fertilizers at the port is mainly carried by bulk carriers and once bulk cargo is off-loaded at the port they are quickly moved to consumption centres after they are bagged. Mechanical bagging of fertilizers at Kandla port is one of the unique facilities that is now drawing the greater volumes

of fertilizer cargo to the port. Bagging of imported bulk finished fertilizer is the first leg of supply chain that eventually ends with the retail distribution and consumer purchase of fertilizer bags.

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