

**J.M.BAXI GROUP**

# NEWSLETTER

ISSUE II

JULY - SEPTEMBER 2013



**04**

VIZAG CONTAINER  
TERMINAL :  
*A Regional  
Transshipment Hub in  
the Making*

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DELHI  
INTERNATIONAL  
CARGO TERMINAL  
*Integrated Logistics  
Park*

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ARYACOM  
NAMED  
*'Distributor of the Year'  
for 2012*

ISSUE II  
JULY - SEPTEMBER 2013

EDITORIAL & DESIGN TEAM

SAMIR SHAH  
CAPT. SRIRAM RAVI CHANDER  
VIJAYENDRA ACHARYA  
DHARA KAPADIA  
VIVEK GANGURDE

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**J. M. BAXI GROUP**

A: Dubash House, 15, J. N. Heredia Marg, Ballard Estate, Mumbai - 400 001. Maharashtra. INDIA.  
B: +91 (22) 22104444 | F: +91 (22) 22616222 | E: Corp@jmbaxi.com | W: www.jmbaxi.com



# FROM THE QUARTER DECK

**W**e have just begun the second quarter of the year 2013/2014, with monsoons having arrived on schedule and with strength. The drought affected areas of Vidarbha, Marathwada and other central parts of India have at last some respite. We, India, are a largely agrarian society and agriculture does contribute almost 30% of our GDP & employs 65% of our population. Yes, it's a good beginning of the 2nd quarter, especially when we bear in mind, the contribution of agriculture produce to our company. On the export front, we enthusiastically handle hundreds and thousands of tons of soyabean meal, rice, maize, wheat, raw cotton, finished cotton, spices, tea and coffee. And on the import side, we handle hundreds and thousands of tons of fertilizer, phosphoric acid, edible oils.

The shipping markets have continued to remain depressed across all classes and types of ships. Various commentators have predicted at least 2 more years of pain. Our Principals will continue to remain under stress and we have to and we shall remain committed and alert to be of assistance to them.

We shall continue to endeavor to not only provide competitive services, but also to increasingly and proactively assist cost reductions, through efficiency, and productivity gains.

Amidst this gloom, there are some exciting developments such as the phasing in of 16,000 TEU sized vessels and the imminent arrival of 18,000 sized TEU ships. The next 5 years will be exciting times indeed for us in India and definitely for our Vizag Container Terminal (VCTPL) which today is one of the only three Indian ports capable of handling these mega giant ships, due to its natural draft of 16.5 m.

The other class of ships undergoing radical change and growth are the gas carriers, especially the LNG ships. Innovation, in the way LNG terminals are built and operated, are under

way. Our group's relations with great customers, ship owners and our pan-India footprint, is enabling us to work closely in this sector. The last quarter has kept us committed and busy, getting the Delhi International Cargo Terminal (DICT-Sonepat) commissioned. We have



worked to truly build a world class Inland Container Depot and I am sure our subsequent letters will give all the details. We are expecting to inaugurate the facility in the month of August.

Also in the last quarter, VCTPL silently crossed an important milestone of handling its 1 millionth TEU.

Our infrastructure division is working hard to create growth areas and creating growth opportunities. As is well said, when the going gets tough, the tough get going. Well done Team Infrastructure, one and all.

In the last quarter, as no doubt you all would have heard, we had our first group Leadership Summit and we spent a fruitful day in sharing and discussing each of our verticals and horizontals in great depth. We have set ourselves, targets from now to 2015, as well as right unto 2020. Elsewhere in the newsletter,

a detailed summary of the leadership meeting will be available, but let me just say this : the only limitation to our achievements is our own imagination and goals. I repeat what I mentioned in my last message, that whilst we may be amidst a difficult environment, it is with hard work, dedication, integrity and intelligence that we can continue forward our journey. No ship can complete a voyage, whether through calm seas or stormy seas, by remaining in a harbor - after all the ship was built to sail and not stay put and sheltered.

It gives me immense pleasure to share with you further progress on our ongoing experiment of 'program reach-out'. Almost every meeting that I have, leaves me feeling humbled at the innovations and progress of our customers and our Principals. Some of the customers that we meet, are hidden jewels on our Indian Industrial landscape. We feel proud to be associated with them and let us continue to grow closer and grow together with them. Across the various geographical and industrial landscape of India industrial clusters are fast appearing and growing. Pharmaceutical clusters, automobile clusters, chemicals and petrochemical clusters, textile goods clusters, heavy and light engineering clusters are trying to grow. Various of our cities are implementing and/or planning metro systems. The dedicated freight corridor and the Delhi Mumbai Industrial corridor are beginning to be implemented. Japan is beginning to look at India as an investment destination.

We will continually have a lot of work to do, and please remember under competitive and difficult economic environment. We will need to be cost conscious and well informed to be considered.

*Let's do our best.*

**- Krishna B. Kotak**

# REGIONAL TRANSHIPMENT HUB IN THE MAKING

“Visakhapatnam port already has multiple services to mainland China, Malaysia and Korea on a weekly basis and with further consolidation of transshipment movement at the port more direct liners are likely to call the port. It takes less than two days to reach Vizag from any port between Kolkata, Chittagong, Yangon and Colombo. Feeder operators could charge half the tariff between any of these ports to Colombo to connect to a main line vessel ” avers Capt. Ravi Chander, CEO, VCTPL.











# VISAKHA CONTAINER

A number of closely inter-woven factors – among them, the geographical, navigational, logistics-related advantages - are currently spurring the development of Vishakhapatnam port, as a regional container transshipment hub on India's eastern seaboard. The advantages that the port enjoys with respect to Bay of Bengal region container traffic, over other international transshipment hubs such as Singapore, Port Klang and Colombo - is making it increasingly a preferred choice of shippers and shipping lines alike. It is keeping in view these advantages that the National Maritime Agenda of the Government of India (GoI) has also mooted the proposal for development of the regional transshipment hubs in India, on both the western and eastern peninsular coastlines – and identified Vishakhapatnam for this purpose on the east coast.

Broadly three types of container ports exist across the world:

International transshipment container ports (Singapore, Dubai, Rotterdam) that mainly act as hub consolidation and transit points for containers that originate from various feeder ports in its vicinity. Second category is the feeder container ports acting as Points of Origin or Destination for container traffic, but lacks the facilities or advantage of having direct mainline shipping services or requisite port infrastructure feed the nearest hub transshipment port. A third category represented by ports like Vishakhapatnam, is the now an emerging regional transshipment hub port that actually combine some of the features

of an international transshipment hub as well as of feeder container port or origin-destination port, with its sizeable movement of containers from its own proximate hinterland.

While transshipment hub ports connect to different points (spokes) of container cargo origin with regular “feeder services” and aggregate container volumes at the transshipment port: they are further moved to destination ports

TRANSHIP VOLUMES in TEUS Nos	PORT	TRAFFIC
	Haldia	139,810
	Kolkata	412,041
	Paradip	7,930
	Chittagong	1,392,104
	Yangon	400,000
	Port Blair	37,541
	TOTAL	2,389,426

through “mainline services” that comprise of big container vessels, requiring deep draft container berths, shorter ship turnaround time, container handling equipment and large container storage areas. Importance of origin-destination ports reflect the size of container volumes it generates and other features like its berth-side & cargo infrastructural capacity, presence of direct mainline shipping services.

Container shipping lines prefer to call on a port that can offer potential prospect for aggregation of a fairly large volume of container transshipment volumes on major international trunk routes. When a port offers not only sizeable volumes

of origin-destination cargo but also advantages of a deep draft port and finds itself strategically positioned on key trade route, it also has the potential to emerge as a regional transshipment port. Vishakhapatnam among one of the largest dry bulk ports is now emerging to be a potential regional container transshipment port as well with its distinct competitive advantages:

- Vishakhapatnam is a deep-sea port located along the Bay of Bengal, which logistically connects not only the vast central and eastern cargo hinterlands of India but also serve as a transshipment gateway for the container trade in neighboring countries like – Bangladesh (Chittagong port) and Myanmar (Yangon), which are currently using Singapore or Colombo as their transshipment hubs, despite their longer distance and added handling costs.

- Infrastructure facilities vis-à-vis water depth alongside berth (16.5 metres) that lets Vizag handle biggest of container ship, large container yard area (10 hectares with provision to add another 15 hectares) and availability of adequate number of ship-to-shore (STS) and Yard cranes are available. The main line vessel calls provide connectivity to different ports across the globe.

- Visakhapatnam is presently handling the largest volume of container transshipment in India. Predominantly; Kolkata, Haldia and Paradip container traffic is transshipped at Visakhapatnam Port. However, much larger container



# TERMINAL

volumes from these ports can be handled, besides traffic from Chittagong and Yangon.

“Visakhapatnam port already has multiple services to mainland China, Malaysia and Korea on a weekly basis and with further consolidation of transshipment movement at the port more direct liners are likely to call the port. It takes less than two days to reach Vizag from any port between Kolkata, Chittagong, Yangon and Colombo. Feeder operators could charge half the tariff between any of these ports to Colombo to connect to a main line vessel ” says *Capt. Ravi Chander*, CEO, VCTPL. who sees a strong case for Vizag port in becoming a principal regional container hub. A potential container traffic of over a million TEUs, that not only consist of outbound boxes from India but also other Bay of Bengal ports that are now taking their containers all the way to Singapore or Colombo for transshipment.

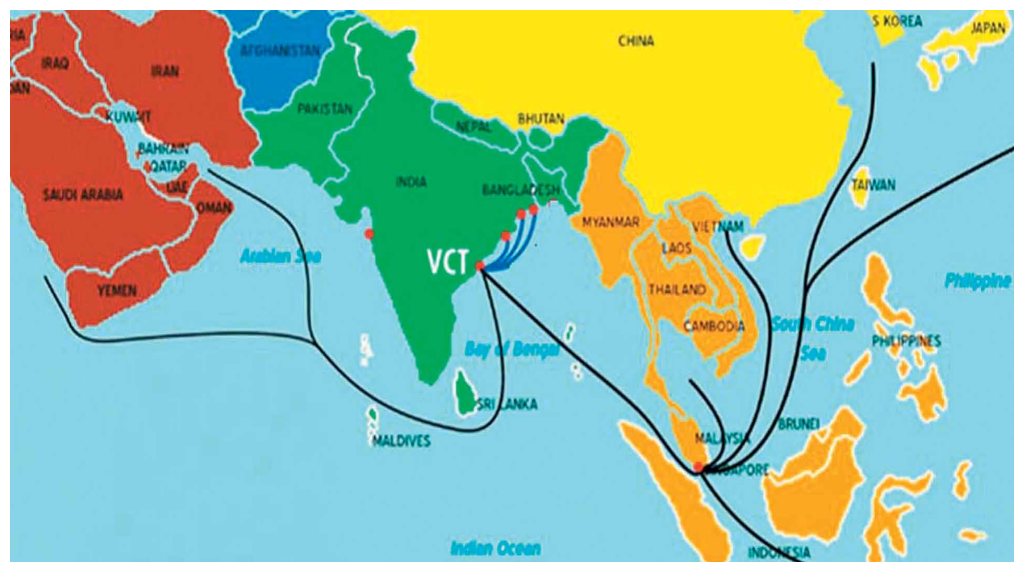
While some of the regulatory restrictions such as on cabotage in operating the foreign-flagged vessels to load coastal feeder traffic still need to be fully resolved, the potential for Vizag port to capture such transshipment potential is indeed very huge. The volume of container traffic currently handled by the ports on the East Coast of India and neighboring countries during 2011-12 is given in the following Table:

These transshipment container volumes, if aggregated at the Vizag port might eventually help bring many benefits to the shippers and mainline

operators in terms of reduced total transit time and feeder costs and by way of cutting down multiple terminal handling costs. To start with, India’s own transshipment volumes on the East Coast, if aggregated at one port are sizeable and can generate higher economies of scale for Vizag as a transshipment port. The ports of Kolkata and Haldia are presently handling around 550,000 TEUs per annum, which is entirely transshipped at foreign ports of Singapore, Port Kelang and Colombo and through Visakhapatnam port because of draft restrictions at Kolkata preventing the main line vessels from calling there. Besides, Paradip is handling about 8,000 TEUs per annum, which is now transshipped through Visakhapatnam and Singapore. Therefore, the total transshipment volume that is potential available is of the order of 0.6 million TEUs, which works out to a potential outreach of 1.2 million TEUs of transshipment cargo (including Vizag’s own potential volumes), pegged to around 15% minimum annual growth.

VCT is now aiming to achieve the aggregate target of 350,000 TEUs and subsequently raise it to 500,000 TEUs in 2014. Additional infrastructure and facilities to handle these volumes are also in place. With India poised to handle 24 million TEUs by 2019-20, there is a need to not only develop mega container terminals but also establish regional hubs i.e. develop the “hub” and “feeder” concept. While the ports with relatively lower draft up to 12 meters could handle feeder vessels and hub ports require at least 16-18 meter drafts.

Thanks to the “Look East” policy. Today India’s largest bilateral trading partner is China, dethroning USA. Trade with ASEAN countries has also crossed the \$ 80 billion mark. With increase in intra-Asian trade, the volumes in The East Coast ports are bound increase. While there is a lag factor in traditional gateway for eastern sealand traffic (bound for India) change is imminent. VCT is perfectly poised at the “Sunrise” point to usher in the trade shift.





# LOGISTICS AND ENGINEERING FEAT

*Successful delivery and movement of over-dimensional and heavy lift cargo (ODC), among one of the most challenging segments of the logistics businesses entails command over a multiple range of expertise and an array of engineering capabilities. The execution of the contract by BOXCO LOGISTICS INDIA (P) LTD. with IOCL refinery at Paradip, showcases an important milestone in the evolution of logistics engineering capabilities.*

**A**rguably, among one of the most complex project logistics contract successfully executed by BOXCO LOGISTICS, the contract with Indian Oil Corporation Limited (IOCL) for handling several ODC cargoes for its new refinery up at Paradip has been a benchmark in technical excellence. The ODC cargoes formed part of the equipment requisition by one of the major industrial projects in eastern India. A 15-million-tonne-per-annum (mtpa) petroleum refinery, built at an investment of Rs 297.7 billion. The IOCL's coastal refinery project also includes construction of Rs 17.9 billion pipeline from Paradip to Raipur and Ranchi for distribution of refinery products. Boxco Logistics executed this challenging assignment by first successfully off-loading the ODC cargo at the Ro-Ro jetty at the Paradip Port and then moving it to the project site covering a distance of about 8 kms. The complex nature of this project (involving a large number of ODC) has made it



one of the unique projects handled so far by Boxco with its many-fold operational challenges and very close dead-lines, including resolving issues with the project-affected villagers.

## RO-RO JETTY CONSTRUCTION

As the project equipment was huge and the dimensions were beyond the normal and standard size, a special berth/unloading facility had to be first

conceptualized in consultation with IOCL and Paradip Port Trust. Boxco Logistics obtained the contract for constructing a Roll-on-Roll-off Jetty at the Paradip Port to enable the cargo movements. The jetty construction, started in the year 2009 on a build-operate-transfer (BOT) basis and completed by in record time, before the shipments for IOCL Refinery started arriving. As the Ro-Ro Jetty was commissioned, the first Barge MV YUAN JIAN berthed at the Ro-Ro Jetty and 3 ODCs were successfully rolled off raising the eye-brows

of many in the shipping industry. Soon the back-up space allotted by the Port was fully occupied and there was tremendous pressure from the Port to commence dispatches to IOCL, which then was not ready to start receiving the cargo. The 1st ODC transported on a SPMT was confronted by an agitation by affected villagers, who resorted to obstructing the road. Boxco took lead in resolving the issue and managed to convince IOCL to construct a bye-pass road. Later it became a permanent solution to village rehabilitation.

## CAUSEWAY CONSTRUCTION

Yet another major engineering highlight of this project was the creation of a causeway of about 400 meters length and 17 meters width that connected the South and North sides of the Refinery. The construction of the causeway had to encroach into the area used by fisherman and was opposed by the fishermen. The rather sensitive issue

was effectively dealt with by Boxco and eventually resolved. The flowing water and the strict time-lines involved, further meant that the entire movement had to be meticulously planned to the last detail. Boxco Logistics team had used all their resources to overcome challenges and finally completed the causeway construction within the stipulated time.

## SEAMLESS EXECUTION

Detailed route survey and planning was undertaken for the project. Number of issues were demanding on the engineering capabilities of the service provider that included construction of a Ro-Ro jetty at the Paradip port, roads that could withstand the weight of the cargo being moved on it, a causeway on flowing waters etc. All these demanding

and sophisticated marine operations requiring specialized and synchronized operation of the vessel to target transfers and their further movement to project site were successfully carried out. 150 ODC pieces were successfully handled and transported to IOCL site from the Paradip Port, in close co-ordination with IOCL / Port / Foster



Wheeler / Individual Contractors. A feather in the cap of project execution included strict adherence to all the erection milestones set by the Ministry of Petroleum & Natural Gas.





## DIABOS ADDS VALUE TO CUSTOMERS

Amongst Diabos' important customers, Eletson is a leading name in global energy logistics. Eletson, owns and operates one of the world's largest fleets of medium and long range product tankers. All vessels sail under the Greek flag. Mr. Peter Canilos, CEO of Eletson here responds to some of the questions on why the company chose to work with Diabos platform.

**Q1: Could you tell us your key considerations and expectations in moving over to the Diabos DA desk platform?**

**A1:** DIABOS was expected to customize the process to meet specific needs of Eletson who was an owner and operator and were doing multiple approval on DAs by all departments. Eletson required specific approval processes and reporting to ensure that the processes to ensure that workflow was being monitored and maintained.

**Q2: Specific areas that have yielded greater efficiency in cost and time ?**

**A2:** DIABOS was able to deliver the workflow and monitoring systems as required and Eletson was able to streamline the process and ensure that all the departments were able to review the costs in an acceptable time frame.

**Q3: Simplification of operational control and costing exercises avoiding avoidable complexity?**

**A3:** DIABOS is able to categorize all the costs into various operational

and departmental costs and ensure that the costs are being reviewed and approved by the relevant departments in the time frame required.

**Q4: Standardization of operations, where multiple standards / protocols have prevailed in the past ?**

**A4:** DIABOS helped Eletson streamline and monitor the DA processes and allowed Eletson to benchmark and monitor the process to ensure that the DAs were completed in an efficient and timely manner.

**Q5: How would you describe the experience of your company in having chosen to work with Diabos solutions in disbursal accounting?**

**A5:** The management had a vision of taking Eletson to the next level of automation and reporting which would exceed existing shipping standards to match the automation and reporting levels in banking and automotive industries. DIABOS is working with Eletson to achieve that vision in the DA process and cost approval and reporting process.

**P**eter Kanelos is currently the Chief Financial Officer of Eletson Corporation located in Piraeus Greece. Eletson Corporation is a global leader in the shipping industry whose fleet is comprised of product tankers and LPG carriers. Mr. Kanelos came to Eletson after an extensive career in the automotive and heavy industrial sectors, most recently from CNH (the global agricultural and construction equipment division of the FIAT Group) where he was the European Chief Accounting Officer. Mr. Kanelos has extensive experience in financial and operational performance management, post-acquisition integration and systems implementation in the global automotive and heavy industry sectors.

## IMRAN VOHRA IS APPOINTED PRESIDENT & CEO AT DIABOS

**D**iabos has announced a change in the leadership and management team of the company. Mr. Imran Vohra is appointed as head of Diabos Global Fze with effect from 1st February 2013. He has been given the responsibility of leading Diabos to the next level, building on the solid foundation, infrastructure and business momentum achieved by Diabos over the last few years. Mr. Vohra has been working in the DA processing industry for 11 years and has maritime experience for 18 years. He joined DIABOS in the last quarter of 2009 and took over commercial responsibilities in 2010.





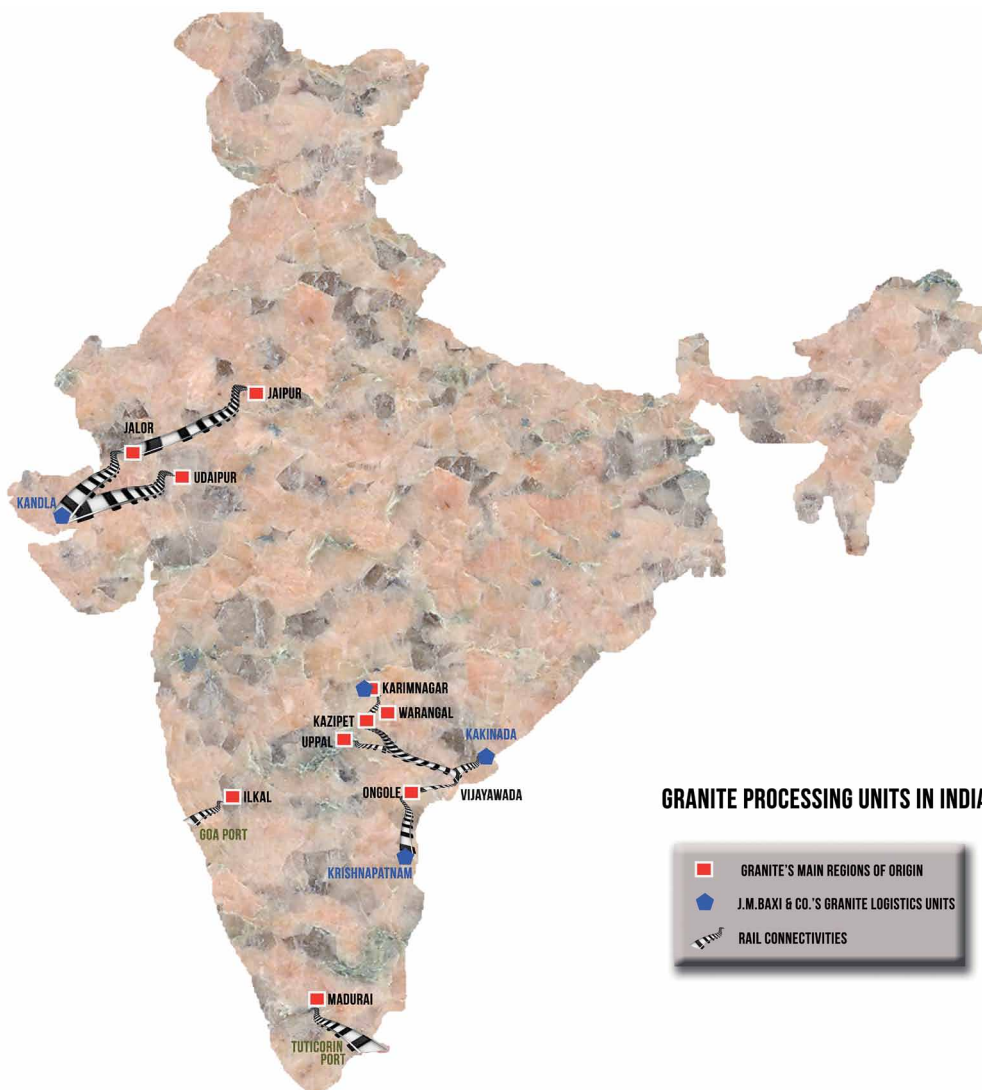


J. M. BAXI & CO.

INNOVATION ● COMMITMENT ● PERFORMANCE

## GRANITE LOGISTICS

# FILL-UP YOUR EMPTY TONNAGE FROM INDIA



### GRANITE PROCESSING UNITS IN INDIA

- GRANITE'S MAIN REGIONS OF ORIGIN
- ◆ J.M.BAXI & CO.'S GRANITE LOGISTICS UNITS
- RAIL CONNECTIVITIES

India is the second largest exporter of raw granite after China and ahead of Brazil and South Africa. India ranked fifth in the export of processed (value added finished) product. Granite is exported both in break bulk and containers from India. In India there are 43 granite processing units of which 14 are in Tamil Nadu, 12 are in Andhra Pradesh, 13 are in Karnataka, 03 in Rajasthan and 01 in Odisha, the main regions of origin being :

1. Jalore , Udaipur , Jaipur in Rajasthan
2. Ilkal in Karnataka
3. Madurai in Tamil Nadu and
4. Karimnagar, Warangal, Uppal, Kazhipet, Ongole in Andhra Pradesh

In order to cater to the ever growing and complex demands of the Granite industry, J.M. Baxi & Co. has established its Granite logistics units at prime locations, namely Karimnagar, Kakinada, Krishnapatnam and Kandla with a view to offer end to end services.



The scope of work involves :

1. Pick up and temporary consolidation ex – mines at origin
2. Inland transport in India ex – mines by road/rail to port(s) of shipment
3. Port logistics and customs clearance
4. Shipping agency / stevedoring
5. Cargo consolidation and Maritime transport

J.M. Baxi & Co. owns a yard of 2.5 acres at Karimnagar with a capacity of 30,000 MT cargo. At Kakinada & Krishnapatnam, the company has leased yards of 22042 Square meters and 6000 Square meter respectively. Where Kakinada has storage capacity of 40,000 MT cargo, Krishnapatnam has a storage capacity of 30,000 MT cargo. These units are well-equipped with the state-of-the-art infrastructure and equipment especially designed for Granite Logistics.

To ensure timely movement of cargoes from Quarries to Railway siding, J. M. Baxi & CO. has deployed dedicated trailers, working continuously to the requirement of cargoes. Equipment like Safe Working Load cranes (SWL), forklifts and dedicated trailers are handled by professionals with great accuracy and efficiency. J.M.Baxi & CO. provides end-to-end tailored made solutions to its clients. With a view to offer seamless and effective services, the company also takes care of all the documentation required for the operations, thereby reducing the time and cost for its clients.



# J.M. BAXI & CO. HAVE BEEN APPOINTED AS AGENTS BY TATA NYK



**J**.M. Baxi & Co. has been appointed as Agents by Tata NYK to handle their vessels carrying Coal to Mumbai Port. Tata NYK has signed a COA with Tata Power to ship 2.6 million tons of Coal requiring approx 50/60 ship calls per year. The vessels will be handled in Mumbai by 'Mumbai Branch' under the guidance of "Oports" In Mumbai, Coal will be discharged at anchorage (Outer, PLA or Inner), depending on draft and weather conditions, into barges and offloaded either at Tata Power Jetty at Trombay or at Haji Bunder and then transported to Tata Power plant.





## DELHI INTERNATIONAL CARGO TERMINAL AT SONEPAT

# INTEGRATED LOGISTICS PARK AT DICT

*The land-locked Northern and North-Western region of India forms one of the largest of cargo hinterlands of India. Given long distance of over 1,200 kms from the nearest gateway seaport, the region further presents complex challenges of hinterland logistics – that include long-distance multi-modal cargo movements, opportunities for freight consolidation and deconsolidation and demand for warehousing, distribution management services. They indeed present one of the most competitive opportunities for integrated logistics businesses.*

**R**elatively huge geographical landmass that encompass the National Capital Region (NCR), that extends into urbanized and economically developed regions in the States of Haryana, Rajasthan and Uttar Pradesh besides other states like Punjab, Uttarakhand, Himachal Pradesh, Jammu & Kashmir – is among some of the most prosperous of agricultural belts and form the largest cargo generating hinterlands - both for EXIM trade and for domestic end-use in India. The rapidly evolving industrial hub of the region spans across several key manufacturing sectors like automotives, electronics, metallurgy, engineering, chemical and petrochemicals. The challenges of integrated management of various logistics activities thus, not only assume a

critical role on the demand side but also on the supply side as a cutting-edge logistics service delivery proposition. Taking on both the vertical and as well as horizontal service integration challenge - Delhi International Cargo Terminal (DICT), a subsidiary of J. M. Baxi Group and India's first-ever Integrated Logistics Park is now trying to re-define bulk and container logistics with its new integrated rail-linked logistics park cum Inland Container Depot (ICD) to be built on a sprawling 65 acres of land at Sonapat. Among one of the first such integrated multi-cargo handling infrastructure facility to be developed under one consolidated service umbrella, the DICT will offer host of logistics services – designed to cater to wide range of customers and at Sonapat their

requirement. The DICT concept, which is a full-featured integrated logistics park combines discrete logistics activities under its single flagship and thereby is well-positioned to offer win-win proposition for its customers. Be it handling containerized cargoes, empty storage, container repair, bulk cargo warehousing, liquid bulk storage (be it of clean liquids or chemicals), ICD facility with rail-head movements, cargo equipments to handling different cargoes, cold storage facility for refrigerated cargo, bagging facility for bulk cargoes like fertiliser, cement etc DICT promises to be single-point solution with a its wide range of infrastructural facilities, which would include:





**BIRD'S EYE VIEW  
OF DICT**

# ADVANTAGE DICT

**1** DICT offers a 24x7, congestion free facility where heavy traffic movement is free flowing and does not get restricted by city traffic limitations.

**2** DICT is located at a critical position on the outskirts of NCR, extremely rich in agricultural produce and also fast developing into an industrial hub. It is positioned at the mouth of the funnel where all traffic from the North East – North West quadrant converges to gain entry into Delhi.

**3** Till the advent of DICT, the cargo generated in this region had to travel to East and South NCR ICD's for evacuation as there was no support infrastructure for its logistics requirement in its production hinterland. Similar is the case for the cargo which is inbound / imported into this region.

**4** DICT is strategically located to cater to cargoes originating from and destined to the catchments of the NCR, Punjab, Haryana, Himachal Pradesh & Uttar Pradesh. The region is the BIGGEST HUB for cargoes like Rice, Meat, Yarn, Woolen Rags and Blankets, Scrap, etc. The region has got a potential to generate up to 200,000 TEUs cargo per annum.





1

The container yards at the DICT logistics park will consist of a Customs notified area for storage of EXIM containers and also dedicated and exclusive area for storage of domestic containers. EXIM yard is fully equipped for storage of general as well as reefer containers. It has 18 plug points and will be enhanced to have 90 reefer plug points shortly. It has capacity to store around 4000 TEUS at any given time. A fully equipped gate (in gate/ out gate) complex with EDI facility, custom clearance facility and Banking services facility. Container yard also has a container repair facility for both general as well as reefer containers. Dedicated yard space is allocated for storage of empty containers.

CONTAINER YARD



2

DICT's state-of-the-art warehouse further combines technical competence and operational diligence to deliver customized logistics that can turn potential problems into innovative solutions. The storage infrastructure would include an import bonded warehouses spread across almost 50,000 sqft offering

MULTI - USER WAREHOUSING

facilities for both in-transit as well as bonded cargo storage and EXIM movement. In the second phase of development further 100,000 sqft. of dry warehousing space is planned to be added that will store cargoes that are primarily meant for domestic market. The storage and warehousing infrastructure will include a state-of-the art temperature-controlled warehousing capacity to be developed across 5 acres of land for reefer cargo storage, stuffing and containerization. The facility will also offer consolidation services for export cargo.



3

DICT has invested in superior equipment to complement its strategic position in the region, ensuring immaculate service to its customer. Some of the key container handling equipment are listed below:

CARGO HANDLING EQUIPMENT'S

1. Reach Stackers.
2. Empty container handlers
3. Trailers
4. Hydra
5. Cranes
6. Fork Lifts
7. 100 MT Road Weigh Bridge and In Motion Rail Weigh Bridge.



4

DICT will also have mechanized bagging plant with a proposed capacity bagging 2,500 tonnes per day for mechanized bulk bagging of cement, fertilizers, agri-products and food grains. Bagging facility at the bulk storage point will enable shorter turnaround time to end-user delivery of bagged product and save costs on unnecessary or multiple movements. It will also ensure standardization and faster evacuation of cargo which will act as value added business proposition for the clients. Bulk storage facility along-side mechanised bagging gives DICT an added advantage in taking up end-user distribution of bulk commodities, which can significantly cut down costs and save time.

MECHANIZED BAGGING PLANT



5

DICT which will be a rail-linked ICD-cum-logistics park will be connected to the Indian Railway network and provides seamless connection to gateway ports such as JNPT, Mundra & Pipavav and any other port on either coast for EXIM cargo, or any domestic location

in the Indian hinterland. Two for faster evacuation of rail cargo. Thus movement of EXIM/Domestic cargo as well as hinterland connectivity can be achieved with ease. Rail sidings will have their dedicated rail yards (back-up area) for temporary storage of container for handling export/import and domestic containers. Train Examination facility integral to the safe running of rail wagons and will be part of the rail siding facility and provide the much required additional capacity for Container Train Operators to base their rakes at DICT.



Besides dry-cargo, DICT will incorporate multi-product liquid tank farm facilities for storage of clean cargoes like oil, edible and non-edible and other liquid chemicals spanning an area of 10 acres. These products will be transported to the end users or for movement to further storage facilities of bottling and packaging units. Health, Safety and Environment (HSE) in respect of edible oils is of prime importance and DICT will exercise due diligence in operationalising this facility.

# STRATEGIC LOCATION



As one of the significant cargo generation and destination clusters, the NCR region has very high demand both for warehousing and distribution services with respect to several inbound and outbound cargoes. While most of the existing ICD-CFS operated by CONCOR and other warehousing facilities of CWC are meeting the current demand, with increasing domestic demand the available infrastructure has reached a saturation level with respect to both capacities for handling the incremental volumes as also the growing demand for variety of integrated logistics services.

The location of the new facility at Sonapat has arguably many strategic advantages for its customers. While most of the existing facilities are located in and around Delhi, Sonapat located farther to the north of Delhi provides a distinct and unparalleled outreach to the Northern region and is arguably one of the most cost-effective place for operating a integrated logistics hub for diversified cargoes. Sonapat has a direct connection to NCR catchment network, which means easy and fast access to growing markets such as Punjab, Haryana, Himachal, and other NCR Region. This powerful combination makes DICT a major transportation and logistics hub of the future. The National Capital Region (NCR) region area is spread over 33,578 Square kms and has seen a tremendous growth in the infrastructure and economy

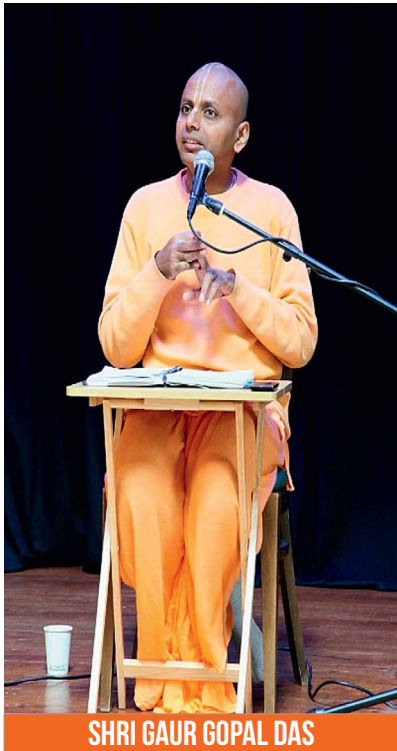
of these cities. DICT, apart from the conventional containerized services such as EXIM movements, stuffing, de-stuffing, storage, repairs, etc. will be the first of its kind to offer additional specialized and unique services like mechanized bulk bagging for cement, fertilizers, agri products and food-grain, liquid tank farms, refrigerated warehousing, air cargo consolidation and distribution of warehoused cargo.

Northern NCR region, where DICT is situated is a developed Agricultural hub and is well known as the Rice bowl of India. Also, with sustained initiatives of the Government of Haryana, the area is fast morphing into an industrial hot bed, with an estimated potential of 200,000 TEU's of EXIM cargo throughput annually. The key to efficient and optimized movement of products into and out of a certain catchment lies in its location, connectivity and services offered. DICT, due to its location alone, is poised to provide the much needed relief to the various stakeholders in the industry who have to transport their goods all the way to East and South Delhi ICD's which are not only congested, but also more distant compared to DICT. The east & south Delhi ICD's also have an inferior turnaround due to the congestion and traffic restrictions within the urban limits. Easing this will automatically result in greater overall efficiency within the system and will also aid in saving cost for the customer.



**BOXCO LOGISTICS INDIA PVT. LTD.**

# RESONANCE OF HAPPINESS...

**BY - SHRI.GAUR GOPAL DAS****SHRI GAUR GOPAL DAS**

**W**ith an intention to grip unusual circumstances, we were taught to turn inward to reemerge with a created rather than an inherited sense of identity. This was through a seminar on “Mind Your Mind”..... By Guruji Gaur Gopal Das, held at Boxco Logistics – Lower Parel office. The seminar was attended by Boxco Logistics employees. Guruji was a former employee of Hewlett Packard before he directed his career to be a life style counselor. He has travelled around the globe mentoring celebrities. Guruji’s main areas of research are life style counseling and mentoring. His seminar titled “A Monk who bought his Ferrari” has been a trend setter in Humanity Development.

It not only created resonance within every employee present at Boxco on that day but also a sync for each participant of their thoughts and emotions. It helped every participant in reinforcing the motive towards happiness and state of mind that would increase the probability of becoming successful in life. It reinforced the thought process of every employee

that he or she has to behave and strive for happiness by growing positive thoughts.. Dealing only with necessary thoughts, Trash waste thoughts and uproot negative thoughts. Guruji helped strengthen individual thought process and their focus towards happiness.

The fact that money does not have the ability to generate happiness nor does it help solve problems. The theory was to help everybody at Boxco to break the shackles of money toward happiness and develop an inclination to define and set the thought process, as well as certain orientation which would ensure continuous self-appraisal and organizational growth. The employees had a wonderful opportunity to understand their own happiness and the underlying state of affairs, and also to internalize the implications of such happiness.

Needless to mention that this seminar would place Boxco and its employees in a better position to motivate oneself from within and contribute to organization success.

ARYA COMMUNICATIONS & ELECTRONICS SERVICES PVT. LTD.

# DISTRIBUTOR OF THE YEAR - 2012

**A**rya Communications & Electronic services, a JMB Group company was recognized as the 'Distributor of the Year' for 2012 for highest sales performance at the recently held Motorola Solutions Asia Pacific & Middle East (APME) Partners Conference at Kuala Lumpur from 27th Feb till 2nd March 2013. The event was attended by Mr Mark Moon President of Motorola Solutions and other global and regional top leadership teams, including the newly appointed Senior VP of APME Region Dr. Mohammad Akhtar, who has taken over from Mr Tech Moh. Aryacom was chosen (nearly 50 Distributors & 350 Resellers from 15 countries) in Asia Pacific Region (other than China) to be recognized as the only the 'Most Valuable Partner' of 2012, primarily for outstanding performance in a difficult market and economic environment. The event was attended by Mr. Rajen on behalf of Arya Communications & Electronics.



RECEIVING THE MOTOROLA'S ASIA PACIFIC 'MOST VALUABLE PARTNER' AWARD



VIVEK SHUKLA SENIOR VP RECEIVING INDIA 'DISTRIBUTOR OF THE YEAR' AWARD





SUPPORT SERVICES FOR  
OIL & GAS INDUSTRY



ARYA OFFSHORE SERVICES PVT. LTD.

# LOADING CRANE BARGE 'MIRAMAR' ON HTV TRANSPORTER

**A**rya Offshore was awarded a simple Agency Contract in April 2013 by Messrs. LD Ports & Logistics Pte. Ltd., Singapore, the Owners and M/s. London Mining Company Limited, Charterers to process documentation for export of a Crane Barge to the Port of Sierra Leone. The process involved towing of Crane Barge "Miramar" from Mumbai to Pipavav, wherein Arya Offshore was to undertake the Port and Customs formalities. The cargo i.e. the crane barge had to be loaded on to a submersible Heavy Transport Vessel (HTV Transporter) belonging to M/s. DockWise of the Netherlands.

However, this seemingly simple Agency contract became progressively and increasingly complicated as the weather conditions at Pipavav Port in the state of Gujarat did not permit loading on to the vessel. The carrier vessel's day rate being very high led to some incisive suggestions from Team Arya which included the last minute arrangements of shifting the vessel to the Port of Sikka. The movement of the vessel from one Port to another was ordinarily a minor issue, but since the Customs jurisdiction changed from Pipavav to Sikka, the complete export formality had to be re-done in a record time of 2 days to reduce

the downtime of the carrier vessel.

This complete activity demanded very close coordination between the Arya Team at Mumbai, Pipavav and J. M. Baxi & Co. Team at Jamnagar & Sikka across all fronts (i.e., customs/port/

logistics). The professionalism shown by all the Team Members working seamlessly made this operation a huge success. This extract of the message reproduced below demonstrates the inherent infrastructural and logistics strength we bring together as a Group:

## CUSTOMER APPRECIATION

**Dear Cdr. Bakshi, Captain Kumar and the Good Chaps at Arya Offshore and J.M. Baxi,**

**Thank-you for your most welcome news this date, wherein, you confirm the safe loading of the cargo "FCTU MIRAMAR" onboard the HTV "TRANSPORTER".**

**Please accept the Charterers most. sincere CONGRATULATIONS, grateful appreciation and deep thanks for a job well done!**

**Please be assured Charterers are most pleased with confirmation of the safe loading of the Cargo OPL Sikka this date,**

**Charterers know without any doubt that this would not have been remotely possible without the truly marvelous support, most kind assistance and utterly impressive performance on the Charterers behalf of the Good Chaps at Arya Offshore and J.M. Baxi during the course of the last 25 days and more of the most complex and challenging operations and administrative processes.**

**The Charterers owe a debt of deep gratitude to Arya Offshore and J.M. Baxi.**

**Great Team Effort by a most admirable group of marine professionals whose dedication to their work is without compare!**

# EVENTS

## J.M. BAXI GROUP LEADERS MEET 2013

The meet was convened at Cricket Club of India, Mumbai, on the 31st of May 2013. Mr. Dhruv Kotak & Mr. Vir Kotak gave a brief on overall performance of the Group & motivated the business unit leaders to raise the bar of excellence. Aggressive targets were set with a long term vision "Where they want to see the Group by 2020". 50 Leaders from different business units of our Group discussed their line of business, possibilities of group synergies and seamless logistics support to customers while maintaining high degree of excellence in their core areas. The meeting was concluded with an address by J.M. Baxi Group Chairman, Mr. Krishna Kotak.



## BOXCO CRICKET LEAGUE MATCH - 2013

Part of the spirit of dynamic team-building and instilling a sense of excitement among Boxco employees, Boxco Cricket League match was organized at the famous Cross Maidan of Mumbai on the 20th of May 2013. The day-long limited over matches were organized between four teams carved out of the various functional teams at Boxco – viz marketing, operations & C&F, Procurement, Accounts & HR. The match was played with a season ball and witnessed enthusiastic participation from all the employees, including some of the senior members of staff.



## NATIONAL SAFETY DAY CELEBRATIONS AT VCTPL

As a part of the commitment to spreading the safety culture in the organization, the 42nd National Safety Day on the 4th of March 2013 was celebrated at Vishaka Container Terminal Limited (VCTPL) with a week-long activities centered on the theme - "Work together to ensure Safe & Healthy Workplace". Among the various activities undertaken as part of the "Safety Week" celebrations, included a safety-related quiz programme for the employees, a short contest for creating safety film/video clips, a radio quiz on safety, demos highlighting the importance of safety kits etc. VCTPL organizes "Safety Week" every year as part of the "National Safety Day" on the 4th March, designated by the National Safety Council set up in 1966. The National Safety Day is celebrated to reiterate the importance of safety and create an awareness campaign throughout the country.



## GATEWAY "SHIPPING AGENT OF THE YEAR" AWARD

At the Gateway Awards 2013 event held at Mumbai on 18th of April, M/s. J. M. BAXI & Co has bagged the "Shipping Agent of the Year" recognizing its high standards in customer services. Judging criteria included volumes handled, efficiency, quality of customer service, innovation and new services. The award is given every year to individual or an enterprise, acting on behalf of a shipping company for booking and delivery of cargo. The Gateway Awards is one of the most coveted awards in the maritime industry honouring individuals, organizations and companies from across India's maritime industry. Now in the 6th year, the objective of the award is to promote best practices, innovation and motivation.







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