J. M. BAXI GROUP TIDINGS

APRIL - JUNE 2015

BELUGA FANFARE 0 AGENCY & SERVICES: **INFRASTRUCTURE:** OGISTICS 08 Diabos Enables Clients To Reduce DA Closing Time From 100 Days To 60 Days **Boxco** Repeats History: With Longest Towin Operation In History Of Mumbai Port

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MV Beluga Fanfare docked at Karaikal Port



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From the Quarter Deck

ear Friends and Colleagues, it is with a deep sense of loss and anguish that we heard the news of our dear friend and a shipping and logistics industry icon, Mr Jacob Stolt-Nielsen, pass away in Oslo, Norway, on the 15 February 2015. He was surrounded by his loving family when he breathed his last. He will be dearly missed by all of us. Mr. Jacob Stolt-Nielsen was a dear friend of Shri Bhagwanbhai and of the Kotak family. He was always steadfast in maintaining a close relationship with the J M BAXI GROUP over the past several decades through the ebb and tide of business and he was a great friend of India.

Sir, rest in peace.

The much-awaited budget session of the Indian Parliament, saw the presentation of the Railway Budget and subsequent presentation of the Economic Survey (2014-15) and Union Budget for the financial year 2015-16. The budget proposals show much pragmatism and are in continuation of the vision of the government led by Mr Narendra Modi of ensuring "minimum government and maximum governance".

We earnestly believe and hope that the budget has laid out a suitable road map to ensure that quality and competitiveness are both achieved. It has laid out a dateline for the introduction of the Goods and Services Tax (GST) by 2016. This move will set to rest a remarkably long-drawn contentious issue. Apart from enhancing the ease of doing business, the introduction of GST will result in simpler logistics and transportation across India. The budget has also envisaged a greater share of revenues to the states of India from the central government's coffers. This measure should see individual states being enabled to make greater investment in their respective areas of priorities, especially the development of cities. This is expected to spur industrial and infrastructure developmental activities at the state level. For us at J M BAXI GROUP, these

developments present a great many opportunities for concerted action, with our network of branch offices across all port locations and most state capitals. Our logistics, infrastructure and services verticals will enable us to offer a range of new services at these locations, where new growth dynamics will unfold. We are already witnessing such developments in the port city of Vizag, which has now been designated as "Smart City".

Yet another policy milestone has been the commencement of auctions of coal blocks for captive mining. This development is a landmark event as these coal blocks remained shut for the last two years despite some of them being ready for production, negatively impacting power utilities with the non-availability of coal. The re-auctions of the captive blocks are expected to catalyse commencement of several large and small projects in the power, steel, cement and aluminium sectors. With the latest generation SPMTs and the imminent induction of MV Vir Varenya - a heavy lift RO-RO ship, we are indeed, well poised to provide the best of class service to our customers and principals.

The prospect for our infrastructure vertical, VCTPL and Vizag, continues to be as exciting and enthusing. Several new services have commenced at VCTPL - both the eastbound and westbound services provide better connectivity and sailings for trade. Soon, under the direction of the government, Vizag and Chittagong are likely to be connected with a shuttle service providing the necessary service conduit for the bilateral trade to move efficiently by sea. The sea alternative is expected to bring the transit time down to 10 days from the 30 days taken presently for movement by road. DICT is up and running. The support of our clients has been overwhelming to say the least. We are well on the way to handling daily train services to and from DICT to Mundra, Pipavav and JNPT.



The ports and shipping sector in India is seeing forward movement - the ports have handled 11 million TEUs of container traffic and registered a small growth of 2% in bulk cargo volumes in 2014, compared to 2013. Coal imports in particular, have continued to show strong growth trends. Most other commodities have been flat or sluggish. On the container side, larger ships (8,000 to 9,000 TEUs) have been eased into the Indian services by various operators and consortia, enhancing the slot-carrying capacity for the Indian market

The sharp decline of crude oil prices in a short span of six months (\$110 to \$40) and then a subsequent rise (\$55 / \$60) has seen freight rates for tankers go to levels that would result in gainful employment for shipowners, perhaps the only silver lining in an otherwise damp shipping market, which has seen Baltic dry indices witness historic lows. Entering the 2nd quarter of 2015, we expect that the process of consolidation will lift the spirit and turn market sentiments more positive, with the roll out of muchneeded infrastructure projects for roads, expansion of port capacity and dredging in ports, container terminals and warehouses, power utility etc. The critical challenge for seaports, however, continues to be last mile connectivity; we are bedevilled with the inadequate and high cost of rail connectivity – and we are working closely with various authorities to expeditiously begin working on resolving the same

> Krishna B. Kotak Chairman - J M BAXI GROUP

Agency & Services

DIABOS Enables Clients to Reduce DA Closing Time From 100 Days To 60 Days

anaging port costs has been a problematic issue for shipowners for a long time. The issue is compounded, as closure of costs after a vessel's call has not been a priority and in a majority of cases the funds are already advanced.

Final bills have to come in, voyage accounts have to be closed and many times small amounts are left outstanding at the end. Managing costs requires substantial time in reconciling accounts with vendors and repetitive following up. There is no standardisation as each region has its own peculiar constraints and issues that have to be dealt with individually. This is a costly affair in times when profit margins are under pressure.

In the past, owners would have unreconciled files that would be open for a year or more and eventually the accounts would have to close based on estimates. However, today compliance laws are stricter and audit requirements need to be met. With this background a reputed tanker shipowner hired a CFO (from the automotive industry) to help organise finances and to comply with the standards expected by the investors.

To help with the task of port cost management, the CFO approached DIABOS to help make the port cost process more efficient: agents and with internal teams. Once this was achieved, DIABOS worked with the owner to improve the process and reduce the time needed to close a DA from vessel sailing to finalisation, which was brought down from an average of 100 days to 67 days in an 18-month period and then set a target to bring it down further to 60 days.



DIABOS worked with the owner to achieve these listed goals in conjunction with operations, accounting and port agents of the owner.

The immediate focus was to map and standardise the process flow so that each stage could be measured and goals set for improvement with DIABOS first fed all the data into its accounting and management systems and analysed, which helped to generate accurate estimates for the future transactions. Now the system allows the customer to approve and pay costs in 24 hours and it can feed final data into the systems immediately. With the data in digital format, it is now also possible to

DIABOS

Main DA - Average time line report for period

Sr. No.	Diabos Ref. No.	Vessel	Voyage	Port	Agent	Vessel Sailed	DA recevied at DIABOS	Vessel sailed to DA at DIABOS	DA forwarded to operator for approval	DA processing at DIABOS
1	CRM 1400649	MT Vessel 1	30	Auckland	Test Agent 1	11 - Dec - 14	02 - Feb - 15	53.00	04 - Feb - 15	2.00
2	CRM 1400663	MT Vessel 2	22	Pasir Gudang	Test Agent 2	07 - Jan - 15	02 - Feb - 15	26.00	04 - Feb - 15	2.00
3	CRM 1400669	MT Vessel 3	63	Batangas	Test Agent 3	21 - Dec - 14	27 - Jan - 15	37.00	03 - Feb - 15	7.00
4	CRM 1400674	MT Vessel 4	72	Shanghai	Test Agent 4	21 - Dec - 14	05 - Feb - 15	46.00	12 - Feb - 15	7.00
5	CRM 1400678	MT Vessel 5	99	Zhangjiangang	Test Agent 5	23 - Dec - 14	29 - Jan - 15	37.00	01 - Feb - 15	3.00
				39.80		4.20				

Agency & Services

P DIABOS											
Home Tools											
Port Call No: CRM1300031	Port: Sir	ngapore	Arrived:07 Dec 2013 Activity:			ty: Discharging					
Vessel : General Cargo Carrie	Voyage:	test12	Sailed:08 E	ec 2013	Agent:		Agent Singapore Pte Ltd				
Save Accept Reject Back Preview More											
Remarks for Operator:											
- Vessel discharged 23000 cbm of project cargo											
- Agent has not updated the pilotage and towage amount but was included in their cover sheet along with invoices hence DIABOS updated and due which											
there is difference in agents total and DIABOS total in system.											
- When compared to PDA, FDA is more or less similar											
- Final DA submitted by agent checked by DIABOS against tariff											
Quoted Currency: SDG View Currence	y:(SDG▼) B	ase Ex. Rate:	0.798710	USD = 1 SGD	FDA Ex	k. Rate: 0.7	798710) FDA Ex. Rate: 0.79	8710			
			DA Details	Approval							
Cost Category / Cost Item	PDA	FDA-Agent				FDA DIA	BOS				
	Amount	Amount	Amount	Working Sys	Inv No	A/a Coda	Bemarks				
	Amount	Amount	7	monung oyo	1110 140	ALC COUR	riomano				
Port Cost 💴	Amount	Amount	7 unount	Honding 090	1117 140	. Art Code	Homano				
Port Cost PDF Agency Fees	1500.00	1500.00	750.00	750.00	0 1	Port	Agency fee charged SGD1500.00				
Port Cost PDF Agency Fees Anchorage Dues	1500.00 0.00	1500.00 0.00	750.00 650.00	750.00 650.00	0 1 0 3	Port Port	Agency fee charged SGD1500.00				
Port Cost Cost Agency Fees Anchorage Dues Berth Dues / Wharfage	1500.00 0.00 10527.30	1500.00 0.00 10527.30	750.00 650.00 6527.30	750.00 650.00 6527.30	0 1 0 3 0 2	Port Port Port	Agency fee charged SGD1500.00 Dockage charges as per tariff				
Port Cost PCF Agency Fees Anchorage Dues Berth Dues / Wharfage Harbour dues	1500.00 0.00 10527.30 3645.00	1500.00 0.00 10527.30 3645.00	750.00 650.00 6527.30 6995.00	750.00 650.00 6527.30 2995.00	0 1 0 3 0 2 0 3	Port Port Port Port	Agency fee charged SGD1500.00 Dockage charges as per tariff Port Dues as per tariff based				
Port Cost Point Agency Fees Anchorage Dues Berth Dues / Wharfage Harbour dues	1500.00 0.00 10527.30 3645.00	1500.00 0.00 10527.30 3645.00	750.00 650.00 6527.30 6995.00	750.00 650.00 6527.30 2995.00 4000.00	0 1 0 3 0 2 0 3 0 2	Port Port Port Port Port	Agency fee charged SGD1500.00 Dockage charges as per tariff Port Dues as per tariff based				
Port Cost Pees Agency Fees Anchorage Dues Berth Dues / Wharfage Harbour dues Launch Hire	1500.00 0.00 10527.30 3645.00 250.00	1500.00 0.00 10527.30 3645.00 250.00	750.00 650.00 6527.30 6995.00 250.00	750.00 650.00 6527.30 2995.00 4000.00 250.00	0 1 0 3 0 2 0 3 0 2 0 3 0 2 0 4	Port Port Port Port Port	Agency fee charged SGD1500.00 Dockage charges as per tariff Port Dues as per tariff based Amount charged for launch hire				
Port Cost Pees Agency Fees Anchorage Dues Berth Dues / Wharfage Harbour dues Launch Hire Light Dues	1500.00 0.00 10527.30 3645.00 250.00 0.00	1500.00 0.00 10527.30 3645.00 250.00 0.00	750.00 650.00 6527.30 6995.00 250.00 0.00	750.00 650.00 6527.30 2995.00 4000.00 250.00	0 1 0 3 0 2 0 3 0 2 0 3 0 2 0 4	Port Port Port Port Port Port	Agency fee charged SGD1500.00 Dockage charges as per tariff Port Dues as per tariff based Amount charged for launch hire				
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Port Cost Pees Agency Fees Anchorage Dues Berth Dues / Wharfage Harbour dues Launch Hire Light Dues Mooring / Unmooring Pilotage - In / Out	1500.00 0.00 10527.30 3645.00 250.00 0.00 300.00 2178.00	1500.00 0.00 10527.30 3645.00 250.00 0.00 300.00 0.00	750.00 650.00 6527.30 6995.00 250.00 0.00 300.00 2178.00	750.00 650.00 6527.30 2995.00 4000.00 250.00 300.00 2178.00	 1 3 2 3 2 3 2 4 5 6 	Port Port Port Port Port Port Port Port	Agency fee charged SQD1500.00 Dockage charges as per tariff Port Dues as per tariff based Amount charged for launch hire Mooring / unmooring fixed rate Pilot charges as per tariff				
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Port Cost Para Agency Fees Anchorage Dues Berth Dues / Wharfage Harbour dues Launch Hire Light Dues Mooring / Unmooring Pilotage - In / Out Towage In / Out Total (SGD) Advance(SGD)	1500.00 0.00 10527.30 3645.00 250.00 0.00 300.00 2178.00 5180.00	1500.00 0.00 10527.30 3645.00 250.00 0.00 300.00 0.00 127251.05 110000.00	750.00 650.00 6527.30 6995.00 250.00 0.00 300.00 2178.00 5180.00 134609.05 110000.00	750.00 650.00 6527.30 2995.00 4000.00 250.00 300.00 2178.00 5180.00	1 3 2 3 2 3 2 4 5 6 6 7	Port Port Port Port Port Port Port	Agency fee charged SQD1500.00 Dockage charges as per tariff Port Dues as per tariff based Amount charged for launch hire Mooring / unmooring fixed rate Pliot charges as per tariff Towage charges as per tariff				

to determine earnings and company profitability in a much shorter time.

We believe that our agents and vendors will also benefit, as cases of disputed or outstanding accounts will be rare and the focus will be on better operational and cost performance.

Overall the entire port cost management process has been made very transparent, which is a basic requirement for the shipping industry, which has to make transparency a standard rather than an exception

generate various reports for audit and management requirement and internal reporting.

Discussions and dialogue with agents became more meaningful with data available instantly and the company executives could focus on cost reductions and improving timelines based on benchmarks.

It has become possible to expect accounts to be finalised and closed by the end of the first month of the year, which was previously unheard of in Greece for a ship-owner.

The process and service also produced substantial savings but this was just the icing on the cake. 1. To establish and agree on port costs and the accounting process period, which could be measured and improved.

2. Have accurate cost data and cost reports, which could be made available very quickly.

These improvements have enabled the owner to expand by tapping into capital markets successfully and to manage its expansion without having to expand its accounting and post fixture departments.

The company now expects DIABOS to help in improving reporting by and adopting modern MIS systems into which accurate cost data can be fed

01 - Feb - 2015 to 28 - Feb - 2015											
Operations				Accounts		DA Approved	DA Complete	No. of days from DA Approved to DA complete	No. of days from Vessel Sailed to DA Complete		
Date	No. of Days	No. of	Date	No. of Days	No. of						
Approved		Rejections	Approved		Rejections						
06 - Feb - 15	2.00	0.00	09 - Feb - 15	3.00	0.00	09 - Feb - 15	09 - Feb - 15	0.00	60.00		
08 - Feb - 15	4.00	0.00	09 - Feb - 15	1.00	0.00	09 - Feb - 15	09 - Feb - 15	0.00	33.00		
04 - Feb - 15	1.00	0.00	05 - Feb - 15	1.00	0.00	05 - Feb - 15	05 - Feb - 15	0.00	46.00		
17 - Feb - 15	5.00	0.00	18 - Feb - 15	1.00	0.00	18 - Feb - 15	18 - Feb - 15	0.00	59.00		
02 - Feb - 15	1.00	0.00	03 - Feb - 15	1.00	0.00	03 - Feb - 15	03 - Feb - 15	0.00	42.00		
	2.60			1.40					48.00		

Agency & Services

BHARAT K LOGISTICS PRIVATE LIMITED (BKLPL)

HARAT K LOGISTICS PRIVATE LIMITED (BKLPL) was incorporated on 18 December 2013 as a joint venture company between "K" LINE (India) Private Limited and Boxco Logistics India Private Limited, Mumbai (J M BAXI GROUP Company).

The primary objective of this joint venture company is to provide safe, cost-effective and efficient general logistics services including freight forwarding, warehousing, freight consultancy, custom clearance and transport services, etc.

BKLPL has set up offices in Mumbai and New Delhi and uses the branch offices of Boxco at all other locations in India.

The company has entered into a service contract with "K" Line (India) Private Limited to provide logistics services to "K" Line and other esteemed Japanese clients in India.

BKLPL has experienced young staff and provides:

- 1. Tailor-made service as per customer requirements
- 2. "One-stop solutions" from port of loading to unloading at warehouse for
 - Sea carriage
 - Custom clearance
 - Transportation (inbound and outbound)
 - Warehousing
- 3. A guarantee of zero damage and prompt attention

➡HUB MANAGEMENT

 BKLPL operates a transit hub at Faridabad.



- 24-hour security ensured
- Cargo handlers available
- Operation following SOP
- Computer operator cum supervisor available
- Cargo is stacked separately by supplier
- Loading / unloading of trucks ensuring all safety measures in timely manner as per schedule
- Current storage area is 1300 sq ft

⇒PARKING MANAGEMENT

- BKLPL manages exclusive parking of trucks
- 24-hour security ensured
- Well covered and secured parking space for customer convenience
- 24-hour power backup
- Basic vehicle maintenance and cleaning is also carried out at our parking facilities



➡DOMESTIC CONTAINERS FOR LEASE

BKLPL can provide domestic containers on long-term lease for a customer's specific storage needs. The total logistics, right from container transportation from the depot to the customer premises, plus unloading and stowing of the containers is professionally managed by our Logistic Team. Pre and post surveys of containers are arranged to ensure the containers are undamaged and customer confidence.

The company is making remarkable efforts to make its footprints in the growing Indian logistics business

Logistics

BOXCO Logistics Wins A Contract For The World's Largest Refinery Again

fter a pro-longed wait and stiff competition, Boxco Logistics India Pvt Ltd was privileged to win the work contract for Phase III of Reliance Industries Ltd's Jamnagar Refinery Project. Awarded the contract in November 2014, we are proud to be a part of the expansion of the world's largest refinery. Reliance has reposed faith in our group with this job after our successful collaboration during the second phase of the project in 2007 - 09. Boxco has deployed its 3rd Generation Scheuerle SPMTs (self propelled modular trailers) and its highly experienced workforce to shift numerous pieces of equipment, reactors, vessels and structures at the refinery site in Jamnagar. With tight schedules planned by the Project Management Team, work continues 24 x 7 at the site where Boxco is working shoulder to shoulder with Reliance and Mammoet, while handling equipment from reputed companies like L&T, Technip, Linde, Bechtel, Fluor and others. To meet the peak requirements at Sikka Jetty, RIL trusts our SPMTs to augment the roll off activity for super over dimension cargo packages.

Boxco is working very closely with the site team co-ordinating various aspects of handling and shifting. A typical day at the ground zero consists of various activities like:



Logistics

BOXCO Repeats History: With Longest Towing Operation In History Of Mumbai Port

Commences Tug and Tow Operation of 350-metre-long Hoses for Offshore Project

aving years of experience and expertise in handling critical projects for diverse industries, Boxco was assigned to tow out 350-metre-long hoses from Mumbai Port to ONGC rig, Bombay High.

These hoses were for the phase 2 installation of FPSO and associated facilities in the cluster 7 field, offshore Mumbai, India ONGC.

From the outset, it was a challenging project, which included the full scope of assembling hoses, testing hoses to the required pressure and finally launching the hoses for towing out to Bombay High. This type of project has been carried out only once in the past. That was by Boxco but the MbPT team had changed hence the wheel had to be reinvented.

The hoses arrived in containers at Nhava Sheva Port, from where we had to transport them to the assigned warehouse and finally to



the launching jetty at the port. This operation was not simple, as this was a tidal operation. We had to choose the day with the highest tide, which was 20 January and all the formalities and procedures had to be completed before then. As Boxco is known for executing the impossible, we took this as a challenge. To complete this assignment, first we had to find a jetty near to the P&V anchorage where we could assemble the hoses, as they had arrived in parts . Here we also carried out complex engineering works, such as leak tests, alignment of hoses, tightening high-pressure testing, with all the logistics support services.



Hoses at Kerosene Jetty for assembly



Engineering works

Because of intricacies like the dependency on the tide, traffic, proximity to final anchorage and the mammoth amount of work required, which would run for a month, Sewri Jetty, also known as Flamingoes Point, was our preferred choice.

Arya Offshore, one of our group companies was entrusted with getting all the permissions and approvals from IRS. At the same time, our operation team was working day and night to make operation C7 successful, by keeping a tab on daily operational works and updating the client for every single movement.

20 January: Finally "D" day arrived. Once all the permissions were in place, the launching of the hoses started at 1000 hrs. We had to launch the entire length of the hoses into the sea before the high tide around 1300 hrs or risk missing the tide. Due to our meticulous plan, we successfully launched the hoses into



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Logistics



the sea. Tugs were ready at both ends and there were also a few tugs to align and keep the hoses in a straight line. Finally, we successfully delivered them to the P&V anchorage where our work was complete. The hoses had started on their journey to cluster 7 field, offshore Mumbai, India ONGC.

"

A TOKEN OF APPRECIATION

ON BEHALF OF BASPL PROJECT TEAM, I WOULD LIKE TO THANK BOXCO AND TEAM FOR THE SAFE & SUCCESSFUL LAUNCH AND TOWING OF OLH FROM KEROSENE JETTY TO MUMBAI ANCHORAGE. THE TOW-OUT WAS WELL COORDINATED AND TIMELY AND MOST OF ALL, IT WAS DONE SAFELY.

WE HOPE TO WORK WITH YOU AGAIN IN FUTURE AND ONCE AGAIN... THANK YOU



Haldia International Container Terminal

aldia Dock Complex (HDC), part of Kolkata Port, is located 65 km downstream on the river Hooghly, where it serves as a gateway port for the eastern and north eastern hinterland of India. Being a riverine port it is beset with tidal limitations, low water depths, a dock with a lock gate system, siltation issues, long water channel and antiquated cargo-handling systems. Yet, it is a critical gateway port for the shipping Industry. Haldia is being hailed as a fast-emerging industrial location for West Bengal and the entire eastern region of India, and as a new gateway to south-east Asia.

The port has a vast hinterland comprising the entire east of India consisting of West Bengal, Bihar, Chhattisgarh, UP, MP, part of Orissa and two land-locked neighbouring countries: Nepal and Bhutan. Haldia Dock Complex is connected to NH-41, which links it to NH-6 and the rest of the country. There is excellent road connectivity with the 52.2 km stretch of NH-41 from Kolaghat to Haldia. Panskura-Haldia connects the docks to the trunk railways. Kolkata and Haldia put together handle more than 6 lakh TEUs of containerised cargo per annum, the bulk of it presently being handled at Kolkata.

Largely handling bulk, HDC forayed into handling containers 7 years back. A dedicated infrastructure was built with a berth length of 432 m and 9 hectares of back-up area. The port also deployed two RMQCs and four RTGCs , which are well suited for modern and efficient container handling. However, container traffic has been declining as may be seen from the following table:



One of the reasons for the dwindling traffic is the high cost of operations at Haldia as the operations are dominated by stevedores and private handling agencies. Presently the container handling operations at Haldia are disjointed and different service providers carry out different activities. The turn around time of vessels is high and the crane productivities are low. There is no coordinated approach to the operations. The shipping lines have to put in a lot of additional efforts and carry out a number of activities like supplying TTs and inter carting. The shipping lines have to incur additional expenditure over and above the terminal handling costs. No wonder, the shipping lines prefer to go all the way to Kolkata, although the advantages at Haldia are far superior.

Things are now heading for a sea change. Kolkata Port Trust has recently awarded an O&M contract to Haldia International Container Terminal Pvt Ltd (HICT), a wholly owned subsidiary of ULA for integrated container handling operations at the container terminal for a period of ten years.

SCOPE OF OPERATIONS UNDER O&M CONTRACT

The contract envisages integrating all the operations with one single operator, with single point responsibility and accountability. The contract also has productivity parameters that are almost double the actual performance levels achieved at present. In addition the contract specifies high-quality services like installing a terminal operating system and other modern cargo-handling techniques to reduce delays. Information will be transferred by EDI on par with international terminals. All these measures will result in improved service, faster delivery of goods and lower transaction costs. As a result, shipping lines will be able to offer more competitive rates. The trade will also get the benefit of a reduction in other expenses incurred today. The costs to the port users will be reduced, which will pave the way for attracting traffic and reaching optimum capacities.

HICT is investing in additional infrastructure to drive Haldia's growth. The entire operations will be fully computerised supported by

the latest software. Considering its operational expertise, it will offer unmatchable services since ULA has the required knowledge, resources and a long track record of serving the EXIM trade. HICT is also equipped with its own trucking fleet. HICT will integrate services to offer the best quality service (operating 365 x 24 x 7) with its experienced workforce, which will add new dimensions in the way containers are handled. HICT will undoubtedly replicate its unmatchable success and expertise

that it has gathered from its sister concern's existing container handling operations at Visakha Container Terminal, achieving international service standards

HICT'S ADVANTAGES COMPARED TO KOLKATA

CFS are less saturated

ss traffic congestion

Gate operation time is not restricted

Flexible CFS gate open and close timings

5 Distance from sandheads to Haldia is 130 km compared to 239 km to Kolkata

6 2 daily vessel sailings to Haldia compared to 1 sailing to Kolkata

Navis Sparcs N4 Software: Terminal Operating System

No Dock Labor Board charges at Haldia

Operator in Haldia has free hand over operations

Haldia has deeper draft than Kolkata

Kolkata's published tariff is higher than Haldia's

12 Gantry cranes at Haldia compared to HMC oprations at Kolkata

Double the number of yard slots

OVERCOMING CHALLENGES AT HICT Introduction of single point of contact verses having to coordinate with various individual contractors Co-ordinated planning and computerisation leading to multi-fold increase in productivity Clearly demarcating space for stuffing and destuffing activities Installing plug points to facilitate reefer containers Providing basic facilities like fencing, gates and weigh bridges Complete overhauling of all material handling equipment



Paradip International Cargo Terminal: Multi-Purpose Clean Cargo Berth



s part of its ambitious infrastructure expansion, **Paradip Port Trust (PPT)** had floated a global tender for construction of a multi-purpose terminal on a build-operate-transfer (BOT) basis, under a Public Private Partnership (PPP) scheme. **United Liner Agencies of India Pvt Ltd (ULA),** which is a part of the J M BAXI GROUP, has been selected as the operator for this terminal after a competitive bidding process.

A concession agreement was signed on 7 March 2015 between M.T. Krishna Babu, Chairman of Paradip Port, Trust on behalf of Paradip Port, and Shri Dhruv Krishna Kotak, Joint Managing Director of J M Baxi Group on behalf of Paradip International Cargo Terminal Pvt Ltd (PICT).

The concessionaire will be responsible for financing, designing, construction and commissioning of the project along with operation, management and maintenance under the concession agreement. The concession period is 30 years. The estimated cost is pegged at Rs.430.78 crores with a construction period of 3 years. On completion



of construction, it is estimated that the capacity of the port will have increased by 5 million tonnes of cargo per annum. The depth at the proposed berth will be 17.1 metres with a length of 450 metres, which will facilitate handling of Cape-sized vessels up to 1,25,000 DWT. The berth will be equipped with modern and efficient equipment like mobile harbour cranes, rubber tyre gantry cranes, reach stackers and forklifts/ payloaders.

The berth will be utilised for handling containerised traffic and clean cargo at Paradip Port. Non-hazardous and dust-free cargoes including iron and steel products, aluminium ingots, pig iron, finished fertiliser, food grains and sugar (both raw and finished) will be handled effectively and efficiently in the multi-purpose berth.

A separate rail siding is envisaged for the berth where loading and unloading of both containers and other clean cargo can take place. This will enhance the viability of the project by attracting rail-borne cargo

J M BAXI GROUP -Project Management Cell

sound business strategy is the foundation of success. Without disciplined execution, the same strategy renders little value. J M BAXI GROUP's - Project Management Cell (PMC) was formed to execute the group's infrastructure projects. Collaboration and strong project management skills have been brought together to deliver major projects on time and within budget.

ORGANIZATION STRUCTURE



STEP-BY-STEP PROJECT MANAGEMENT

Project Conception and Initiation

The project is formally started, named and defined at a broad level. Project sponsors and other important stakeholders perform due diligence on whether or not to undertake the project, and may choose to undertake a different one instead. Depending on the nature of the project, feasibility studies are conducted in this phase.

Project Definition and Planning

The project management plan is developed with comprehensive individual plans for costs, scope, time, quality, communication, risk and resources. Some of the important activities that mark this phase are the development of schedules, milestone charts, estimating and reserving resources, planning dates and modes of communication with stakeholders based on milestones, deadlines and important deliverables.

Project Launch or Execution

The deliverables are developed and completed, adhering to the plan developed in the previous phase. The project execution and project monitoring and control are two phases that mostly occur simultaneously. Project management during this phase captures information for the project matrix, like status meetings and project development updates, status reports, human resource development and performance reports.

Project Performance and Control

This phase mostly deals with measuring performance and progression. Scope verification and control are used to check and monitor for scope creep. Change control is used to track and manage changes to project requirements. Key performance indicators are calculated for costs and time to measure the degree of variation if any and if there is corrective measures are determined and suggested to keep the project on track.

Project Close

The project is formally closed. There is a series of important tasks such as making the delivery, releasing resources, rewarding and recognising of the team members and formal termination of contractors if any were employed on the project.

PROCESSES FOR EXECUTING INFRASTRUCTURE PROJECTS

Phase 1

- 1. Breakdown of all jobs into multiple packages
- Identification of consultants for each package and appointment for detailed engineering works
- 3. Identification and appointment of master planning consultant

Phase 2

- The consultants appointed for the various packages give first indication of timelines for the package deliverables
- 2. Setting up of project schedule and sequencing plan

Phase 3

- Setting up by PMC of project management team on ground
- 2. Project mobilisation plan based on the sequencing plan
- 3. Package optimisation plan
- Contract placement / LOI issuance to selected contractors as per the project sequencing plan
- 5. Setup of project implementation and monitoring system
- 6. Setup of reporting structure
- Setup of financial authorisation structure

ADVANTAGE PROJECT MANAGEMENT CELL (PMC)

- 1. More efficient in delivering services
- 2. Build confidence among stakeholders
- 3. Improved customer satisfaction
- 4. Improved growth, development, motivation within team
- 5. Opportunities to expand services
- 6. Better flexibility
- 7. Increased risk assessment
- Improvement in quality and quantity of deliverables

We Connect



First Row from Bottom (L - R) : Mr. S. Ramanujam, Mr. Narasimhan Narayanan, Capt. Vivek Anand, Mr. Webb, Capt. S R Patnaik, Mr. Jangoo Mistry, Col S K Sinha, Mr. Todd Busch, Mr. Chris Lee, Mr. Mark D'sa, Capt. P.B. Narayanan, Mr. Subhash Bhatia, Mr. Rajnish Khandelwal, Mr. Gautam Roy, Mr. Rajeev Srivastava.

Second Row (L - R) : Mr. David Sharman, Capt. Mahesh Patnaik, Mr. Tarun Kumar, V Adm Abhay Karve, Mr. Sandeep Rajani, Mr. Hoon Park, Mr. Krishna B. Kotak, Mr. Masashi Yamamoto, Mr. Kazunari Toyama, Mr. Ashok Sharma, Mr. Nakajima, Mr. Zoltan Illes, Mr. Sakamoto Kenji, Mr. Yoshinori Hida, Mr. Tsuneya Katagiri, Mr. Sunil Mishra. Third Row (L - R) : Mr. M Ramesh, Capt. Jolly, Capt. N.K. Shah, Mr. Dhruv Kotak, Capt. S. Chakraborty, Mr. Sabyasachi Hajara, Mr. Choo Joon Ghee, Cmdr Rajiv Mehta, Mrs. Rajiv Mehta, Mr. Jae Hyug Yoo, Mr. Asano, Capt. Parmeet Singh Bawa, Mr. Manoj Arora.

Fourth Row (L - R): Mr. Yukutaka Nakamura, Cdr. Dhulekar, Mr. Promit Ghose, Mr. Nobuo Shiotsu, Mr. Vishal Singh, Capt. Pappu Sastry, Mr. Varun Arya, Mr. Daisuke Nakamiya, Mr. Atsuo Tateno, Mr. Anandbir Singh, Mr. Siddharth Vaidya, Mr. Samir Shah, Mr. Hong Ki Uam.

Fifth Row (L - R): Mr. Niels Stolt-Nielson, Mr. Ajay Sahoo, Mr. Fukai, Mr. Mehul Vasant, Mr. RVS Raju, Mr. Arnold Phijffer, Mr. Michael Nielson, Mr. Tong Chong Heong, Mrs. Mi Jeon Kim, Mrs. Catherine Tong, Capt Anand Chopra, Mr. Ashish Seth, Mr. Sid Roy.

Sixth Row (L - R): Mr. Chris Trett, Mr. Atul Laul, Mr. Saurabh Sood, Mr. Sachin Johri, Mr. Greg McElheran, Mr. Kenichi Nagata, Mr. Sanjay Shesh, Mr. J S Gill, Mr. Shi Ho Lee, Mr. Fukai, Mr. Yasayuki Yuba, Mr. Mayuresh Patwardhan.



We Connect

In Memoriam: Mr Jacob Stolt-Nielsen (1931–2015)

ow many people have a curriculum vitae that reads thus: a ship broker, a shipowner, an aviator, a skier, a sailor, a fish farmer, an olive farmer, an owner and founder of a shipping company owning and operating more than 150 ships, owner and founder of a tank terminal company with a capacity of 4.70 million cbm, 30 plus berths at more than 12 locations worldwide, owner and founder of the largest tank container company with a fleet of 34,260 containers, owner and founder of a globally recognised fish farming company, a family man to the core and a warm and generous friend. Not too many people in a generation will have a CV the way Mr Jacob Stolt-Nielsen's CV reads.

Bhagwanbhai, my father and then Chairman of J M Baxi Group, and Mr Jacob Stolt-Nielsen were friends and business partners for long. Bhagwanbhai took me on my first overseas visit to the United States of America and we called on Mr Jacob Stolt-Nielsen at the then Stolt headquarters at Greenwich. I was all of 20 years of age and the way Mr Jacob Stolt-Nielsen spoke to me has stayed with me always. He was welcoming, encouraging and did not make me feel a kid, which I obviously was.

Since then there were many opportunities when I had the privilege of meeting with Mr Jacob Stolt-Nielsen. During one of his many trips to India in the early 1980s, when he heard that J M Baxi were agents for some leading container lines, with schoolboy enthusiasm he shared with us Stolt Group's foray into tank containers, which was very unusual at that time. His grasp and understanding of the technoeconomics of the subject were awe inspiring, and his questions on the Indian market were detailed and unrelenting. Lo and behold, within 15 days of his departure from India, the senior management of Stolt Tank containers were in India to explore possibilities, and needless to say within a short time the first Stolt Tank container landed on Indian shores.

Sharing my thoughts on Mr Jacob Stolt-Nielsen would be incomplete if I don't share that Mrs Nadia Stolt-Nielsen was always the other half of Jacob. Mr Jacob Stolt-Nielsen passed away on 15 February, 2015, and if we can feel this loss, one can very well imagine the loss Nadia would feel. As too would Siri, Lise, Jacob Bothel and Niels Gregers, the proud children of Jacob and Nadia, who have also showered our family with their friendship and affection. In profound



memory of this legend, we place herewith the news of his death as published in the press, and a picture of the proud family.

- Krishna B. Kotak

Maritime and offshore industry giant Jacob Stolt-Nielsen has passed away at his home in Oslo aged 83. Stolt-Nielsen oversaw an unbelievable level of success throughout his professional life. The following summarises some of his most notable accomplishments:

Founded Stolt Tankers, now the world's largest chemical tanker company.

- 1. Founded Stolthaven Terminals, which today operates 20 bulkliquid storage facilities worldwide.
- 2. Co-founder and the first chairman of Det Norske Oljeselskap (DNO).
- Founded Stolt Sea Farm: a pioneer in
- salmon farming that is recognised today as a leader in high-tech aquaculture, focusing on sole, turbot, and sturgeon for caviar.
- Established Stolt-Nielsen Seaway A/S, which later became Stolt Offshore, a billion-dollar diving and subsea
 - company that is now part of Subsea 7.
- Founded Stolt Tank Containers, now the
- world's largest tank container operator.

Stolt-Nielsen served as chairman of the board of directors of Stolt-Nielsen Ltd from when he founded the company in 1959 until 15 December 2009 when he stepped down as chairman. He remained a director until his retirement in December 2014. He held the position of CEO of Stolt-Nielsen Limited from 1959 until 2000. Stolt-Nielsen Ltd today employs more than 5,000 people in 42 offices around the world. Jacob Stolt-Nielsen leaves behind his wife of 58 years, Nadia; two daughters, Siri and Lise; two sons, Jacob B. (a director of Stolt-Nielsen Limited) and Niels Gregers (a director and CEO of Stolt-Nielsen Ltd), and their families, including 13 grandchildren 🔳

In Focus

Visakhapatnam - Smart City

he concept of smart cities originated in 2008 when IBM began work on a 'smarter cities' concept as part of its Smarter Planet initiative. By the beginning of 2009, the concept had captivated the imagination of various countries across the globe.

Countries like South Korea, UAE and China began to invest heavily into their research and formation. Today, a number of excellent precedents exist that India can emulate, such as those in Vienna, Amsterdam, Cairo, Lyon, Malta, the Songdo International Business District near Seoul etc.

The cities with ongoing or proposed smart cities include Kochi in Kerala, Ahmedabad in Gujarat, Aurangabad in Maharashtra, Manesar in Delhi NCR, Khushkera in Rajasthan, Krishnapatnam in Andhra Pradesh, Ponneri in Tamil Nadu and Tumkur in Karnataka. Many of these cities will include special investment regions or special economic zones with modified regulations and tax structures to make it attractive for foreign investment. This is essential because much of the funding for these projects will have to come from private developers and from abroad.

SMART CITIES AT MAJOR PORTS



The government is working on an ambitious plan to build one smart city each at the country's 12 major ports, at an estimated total investment of Rs 50,000 crore, according to the Union Minister for Road Transport, Highways and Shipping Shri Nitin Gadkari. Each port will construct one smart city. Each city will be built with an expenditure of about Rs 3,000-4,000 crore. "These will

ATTRIBUTES OF A SMART CITY

According to experts, some of the attributes that may describe a smart city are as follows:

- i. Information, communication, and technology (ICT)-enabled governance - the use of integrated technology platforms that are easily accessible across various devices is certainly key to providing access, transparency, speed, participation and redressal in public services.
- ii. Efficient utilities energy, water, solid waste and effluents: Smart meters, renewable energy, energy conservation, water harvesting, effluent recycling, scientific solid waste disposal methods et al are all clearly the hallmark of a smart city.
- iii. Safety and security Networks of video-cameras, brightly lit public areas, intensive patrolling and surveillance, identity-verified access, and rapid response to emergency calls are all on the expectations list.
- iv. Financial sustainability This is only possible with elaborate and extensive tapping of all sources of revenue - property taxes,

be green smart cities. We are starting work on these in four to six months" according to the Minister.

The 12 major ports under central government's control have between them an estimated 2.64 lakh acres of land which is being mapped through satellites and are major resources with Shipping Ministry. Mumbai Port Trust alone has about 753 hectares of land with it, valued at about Rs 46,000 crore. Detailing the concept, the Minister said these cities will be built as per international standards and have wide roads, green energy, advanced townships and greenery. In addition, these smart cities and ports will have advertisements etal; coupled with astute collection of user-pay charges across the full range of utilities. It also has to do with the elements of fiscal discipline that would enable the raising of longterm debt like municipal bonds.

- v. Sufficient social capital Smart cities cannot be devoid of the appropriate levels of social infrastructure - like schools, hospitals, public spaces, sporting and recreational grounds and retail and entertainment venues.
- vi. Easy Transportation Conveniently networked public transportation with first- and last-mile connectivities in place, reduced motivation to use personal vehicles, use of electric cars, and bicycle paths are all in the expectation matrix.
- vii. Green features Minimising the carbon footprint and ecofriendliness are essential features of a smart city. Parks and verdant open spaces, absence of pollution, use of renewable energy , conservation and recycling are mandatory.

e-governance links, international standard facilities, special economic zones, ship breaking and ship building centres besides allied things. Port water will be recycled. Port wastes will be turned into bio gas. Vehicles will run on bio fuel. Solar energy and wind power will be generated at ports. These cities will be pollution-free and very green smart cities.

PROPOSAL TO DEVELOP VIZAG AS SMART CITY

The Port city Visakhapatnam is all set to join the club of international smart cities very soon, where digital technology will be embedded in all

In Focus

core functions, thus making the lives of citizens more comfortable.

The unprecedented and massive devastation wrought by Cyclone Hudhud has set Visakhapatnam on the path to be developed as a smart city. A Master Plan is already being readied. The United States has also offered its support to rebuild the city along with Ajmer and Allahabad.

As per Master Plan, most of the city's infrastructure will go underground. There will be no cables hanging, nor will there be poles. Power, cable TV and landline telephone lines will go underground. LPG cylinders will be replaced with piped gas. Only mobile towers will remain as surface communication infrastructure.

To add to this, the city's greenery - most of which has been washed away by the cyclone -- will triple. Strong buildings will come up to withstand 300 kmph gales.

A Memorandum of Understanding (MOU) was signed between Andhra Pradesh and US governments in New Delhi on 25th January, 2015 to kick start the project. As per the MoU, USTDA would give financial assistance to AP for undertaking feasibility studies, pilot projects, study tours and workshops, which are necessary for developing Visakhapatnam as a smart city. USTDA will also support consultancies for the development of the city and other agencies of the US government, like the Department of Commerce and US Exim Bank would also contribute to the effort. Under the MoU, specific agreements will be worked out by the AP government and the US agencies with the active participation of Government of India.

As a follow-up to the US India Business Conclave on Smart Cities held in New Delhi, an American delegation met the officials of the Visakhapatnam city administration to discuss modalities for extending aid from the US government in developing Visakhapatnam into a Smart City. The team mainly discussed the availability of resources, local needs and necessity of further infrastructure to shape Vizag as a global city, funding aspects from State and Union governments, studies and surveys and other issues pertaining to cooperation from the US government. The city was identified along with Ajmer and Allahabad to be developed as smart cities with cooperation of the US government.

Top executives of Cisco Systems have also evinced keen interest in Vizag and informed that Vizag would be first taken up for development as Smart City among other cities chosen from Gujarat, Rajasthan and Maharashtra. Cisco would focus on setting up a skill development centre and provide training through Global Talent Tracker (GTT). The company is also keen on working with Andhra Pradesh in digitizing education and healthcare. Cisco has also showed interest in working on disaster management

VISAKHAPATNAM THE FASTEST DEVELOPING CITY

technologies

In the last decade, Greater Visakha has seen the development of 'cities and parks' within itself, like the Pharma City, Apparel City, Film City, IT Park, several special economic Zones and Industrial parks etc. A new International Airport has come up, it has an expanded railway terminal, its port and advanced terminals have made it an ideal gateway on the East Coast of India. New projects are expected to give a big push to Brand Vizag. Vizag has been attracting foreign investors to develop the IT industry. The A.P government has signed an agreement with Eros Investments Limited; a subsidiary of NYSE listed Eros International Plc., for the establishment of India's first entertainment city in Visakhapatnam. The MOU envisages an investment of Rs.30,000 to Rs.60,000 Crore for development of a media city, entertainment zones including multiplexes in addition to hotels and residential complexes. The company hopes to develop around 5000 acres

along the beach. This will not only be a magnet for the tourism industry, the film and entertainment industry of Andhra, states of Odisha and West Bengal are also expected to benefit out of this.

Visakhapatnam the city of destiny along with its hinterland is about to witness tremendous development in the next few years. The government is planning for 3 mega and 14 smart cities. Visakhapatnam would be one of the mega cities with an international airport. The A.P government has sent proposals to Central government for setting up Universities within the hinterland of Visakhapatnam. Possible upcoming Universities would be IIM & IIFT at Visakhapatnam, Tribal University at Vizianagaram, NIT in West Godavari, AIIMS & NIDM at Vijayawada, Guntur and many others. The city of destiny is also poised to become the IT hub of the state with a knowledge center of IIT as well. Almost 45 industrialists have come forward to invest an approximate amount of Rs. 5600 crore in Andhra Pradesh under the banner of Industrial Development Forum (IDF). The IDF is concentrating on different sectors like Infrastructure, Pharma Industry, IT, Electronics, Waste Management, Healthcare, Mining, Hospitality and Education.

National Association of Software and Services Companies (NASSCOM) has shown interest in establishing an electronic chip manufacturing industry in Andhra Pradesh. The NASSCOM Team have studied and evaluated the Visakhapatnam – Rajahmundry stretch for setting up the industry as part of the National Technology Corridor. The upcoming industries, knowledge centers, IT centers etc., within the hinterland of Visakhapatnam is expected to attract Foreign Direct Investors (FDI) to invest.

Considering the potential of the new state Andhra Pradesh (AP), the government is studying the opportunities available to develop the state as Exports hub

Weights & Measures

Coal Logistics: Integrating The Value Chain

e have so far mainly focused on the macrolevel forces bringing about a steady shift in the strategic business focus from supply-side to the new imperatives of demand-driven coal logistics. Consequently, aggregate consumption demand for coal per se-irrespective of whether the coal is produced locally or imported - is driving the bulk users of coal to actively seek a greater role and intervention in how core logistics can be better organised.

Demand-side reinvention of the commodity value chain is increasingly marked by growing end-user ownership of captive coal mines, investment in logistics assets (like rail-heads and sidings for transporting coal) acquisition of tieups and mining assets for sourcing coal, development of mechanised coal-handling ports and terminals, coal beneficiation etc.

DEMAND-SIDE INTEGRATION

These demand-side initiatives are culminating in redefining the commodity value chain right from the pithead locations, where coal is extracted to washing of coal, its trading and e-auction to pre-shipment and postshipment handling and storage, the transportation used and the structure of the global distribution for the production and the consumption of coal.

With strategic attention unhinged from primary producers and suppliers of the commodity to the new actions of the actual users of coal and their collaborative third-party logistics (3PL) service providers, a whole new range of institutional innovations will need to



be configured. Broad developments in the global energy sector also amplify the trend towards increasing vertical industry consolidation, coupled with horizontal integration of service value chains, yielding greater co-option and cooperation among competing interests.

This flux is now clearly visible - with several coal miners looking forward to investing in power plants, while thermal power producers are seeking to integrate backwards, by acquiring coal mine assets. The consolidation and integration initiatives are also impacting the logistics and commodity value chain, with coal users (like Adani, Jindal and Essar) now directly owning mines, extracting and washing raw coal, arranging efficient and timely rail movements, and investing in related logistics infra assets like slurry pipelines, conveyors, wagon tipplers, coal terminals etc. Rather than incurring the higher cost of outsourcing services from external business intermediaries, the new trend seeks to underplay the clout of coal suppliers and traders through direct interventions of and on behalf of end users in the coal value chain.

LOWER DELIVERED COST

Lowering the delivered cost of coal is a key driver of cost management and end user pricing of power. The higher share of the logistics-related

cost in the end-user pricing of coal further calls for calibrated efforts at cost reinvention of the logistics value chain. Power markets in India comprising both government-owned and independent private power producers (IPPs)-operate under a regime of administered pricing. Enduser pricing demands compliance with normative and operational guidelines of the Central Electricity Regulatory Commission (CERC). The need to narrow the gap between the ex-pit-head price of coal and the landed price of imported coal is thus, increasingly a compelling one.

Power utilities have depended on coal linkages, saving on freight cost with large parcel - sized shipments of imported coal, through longterm contracts of affreightment (COAs), using blended coal (mix of domestic and imported varieties) for firing power plants and other costmitigating measures. These have so far been, less effective for a number of reasons.

The system of coal and rail linkages by the Coal and Railway Ministry agencies failed to deliver effective results because of a shortfall in coal production and a lack of rake capacity and route networks. The inadequate port draft for Cape-sized shipments has meant additional logistics costs in undertaking lighterage and coastal trans-shipment operations besides time delays. The softening of global coal prices in the last five years has also made long-term purchase contracts a less attractive option

(to be continued in issue X)

Port Statistics

			SI	IPPIN	G & CARGO) PERF	ORMANCE	E				
		QUAR	TERLY UPDATE	S ON IND	IAN MAJOR &	MINOR P	ORTS (QTY IN		FONNES)			
			OCTOBER ·	DECEMB	ER 2014 (III [™] QUA	RTER) / AP	RIL 2014 - MAF	CH 2015				
		911	GAR	SOV			FAT	R	ICE	ΜΔ	7F	
		Ill rd Qtr	Apr'14-Dec'14	Ill rd Qtr	Apr'14-Dec'14	Ill rd Qtr	Apr'14-Dec'14	- III rd Qtr	Apr'14-Dec'14	III rd Qtr	Apr'14-Dec'14	
No. o	of Ships called	9	31	7	9	5	22	13	39	0	30	
Total C	argo Handled	0.352	0.682	0.181	0.236	0.078	1.797	0.272	1.382	0.000	1.850	
	Inbound	0.292	0.390	0.000	1.404	0.000	0.969	0.007	0.873	0.000	0.000	
	Outbound	0.060	0.293	0.181	0.236	0.078		0.265		0.000	1.850	
	UREA SULPHUR ROCK PHOSPHATE DAP MOP											
		UF III rd Otr	Apr'14-Dec'14	SUL	Apr'14-Dec'14	IIIrd Otr	Apr'14-Dec'14	Ill rd Qtr	Apr'14-Dec'14	IVIC III rd Otr	Apr'14-Dec'14	
No. o	f Ships called	50	87	20	61	50	148	27	58	32	104	
Total C	argo Handled	2.828	2.048	0.450	2.910	1.979	5.844	1.173	1.760	0.992	2.826	
	Inbound	2.828	1.945	0.343	1.111	1.979	2.552	1.173	1.366	0.992	2.826	
	Outbound	0.000	0.103	0.107	0.303	0.000	0.573	0.000	0.793	0.000	0.000	
		TUEE		001/1		NAET	COAL	DET				
			Apr'14-Dec'14	Ill rd Otr	Apr'14-Dec'14	IVIET	Apr'14-Dec'14	PEI Ill rd Otr	Apr'14-Dec'14		Apr'14-Dec'14	
No. o	f Ships called	181	427	212	518	14	70	32	71	4	20	
Total C	argo Handled	9.650	17.524	11.544	26.309	0.364	10.330	1.096	2.031	0.065	0.418	
	Inbound	3.157	6.350	11.383	26.302	0.363	0.971	0.982	0.383	0.065	0.418	
	Outbound	6.493	6.395	0.161	0.435	0.001	0.296	0.114	0.378	0.000	0.000	
					S	STEEL & F	RELATED OR	ES				
		STEEL	PRODUCTS	SCRAP	METAL	CHF	ROME	MAG	NESIUM ORE	IRON	ORE	
No. of	f Ships called	<u>111ª Qtr</u> 268	Apr'14-Dec'14 645	III ^{ra} Qtr 1	Apr'14-Dec'14 7	<u>III^{ra} Qtr</u> 2	<u>Apr'14-Dec'14</u> 6	<u>111° Qtr</u> 21	Apr:14-Dec:14 84	185	<u>Apr:14-Dec:14</u> 463	
Total Ca	argo Handled	3.576	7.181	0.042	0.199	0.011	0.044	0.365	1.750	9.126	19.325	
	Inbound	2.358	3.977	0.042	0.067	0.011	0.203	0.365	4.432	6.255	7.385	
	Outbound	1.218	3.203	0.000	0.000	0.011	0.044	0.000	1.916	0.000	11.940	
IN	DIAN POR	T PEF	RFORMANC	E - Q3	& FY 2014	-15 THF	ROUGHPU	T(QTY II	METRIC	TONNES	;)	
	осто	BER - D	DECEMBER 201	4 (IIIrd QL	JARTER) / APR	IL 2014 - I	MARCH 2015	OTY IN MI		S)		
Ports	Types of Ports	NC		LIQUI		BUI	K CABGO	CONT	AINERS (TEUS)	TOTA	AL CARGO *	
1 0113		III rd Qtr	Apr'14-Dec'14	III rd Qtr	Apr'14-Dec'14	III rd Qtr	Apr'14-Dec'14	III rd Qtr	Apr'14-Dec'14	III rd Qtr	Apr'14-Dec'14	
Kandla		303	538	2.069	3.445	4.733	7.697	-	-	7.093	11.665	
Mumbai		625	1748	6.915	19.144	5.043	12.072	11,069	30,747	12.193	31.803	
Nhava Sheva		145	384	1.575	2.728	0.163	0.579	1,108,315	3,345,687	1.738	3.307	
Mormugao		132	351	0.270	0.877	3.070	8.223	-	-	3.535	9.429	
Mangalore		285	786	6.780	17.518	2.393	8.660	12.927	46.748	9.211	26.28	
Cochin		148	326	3.010	10.614	0.336	5.406	93.507	280.689	3.358	16.221	
Tuticorin		197	605	0.351	1.075	4.239	11.385	129.095	394.003	5.111	13.992	
Chennai		289	872	3.747	10.829	1.869	9.530	388.073	1 177 446	5.862	21.269	
Ennore		206	609	0.882	2.658	6.622	24.312	-	-	7.559	27.447	
Vishakhapatnam		387	1349	3 521	12 340	9.068	33.915	53 839	188 105	12,707	46.602	
Paradin		417	1173	5.056	14 860	15 197	32 182	00,000	100,100	20 263	47 088	
Haldia		296	1009	1 440	5 534	3 537	6 159	01 001	91.066	/ 977	11 998	
Kolkata		230	203	0.202	2 261	0.038	5 581	107 202	01,900	0.408	0.142	
Conceveren		90	203	0.292	3.301	0.030	12 044	137,303	394,765	0.400	9.142	
Gangavaram		80	231	-	0.010	1.075	16 000	-	-	6.030	13.044	
Pipavav		121	235	0.072	0.213	1.8/5	10.002	201,023	592,592	1.952	17.105	
Mundra		278	917	5.801	15.555	13.417	30.552	672,514	2,018,451	19.541	46.804	
Dahej		159	472	6.322	16.146	3.653	7.670	-	-	9.982	23.851	
Hazira		4	102	0.049	0.695	0.020	2.975	43,255	104,760	0.069	3.674	
Navlakhi		36	102	-	-	2.191	3.226	-	-	2.191	3.226	
Kakinada		111	299	0.388	1.002	1.913	3.468	-	-	2.482	5.201	
Total Ves	ssel	4.322	12.311	48.54	138.594	85.407	243,818	2,875,884	8.655.959	136,262	389,148	

Calls at all ports
Major Port Non-Major Port

* Total Cargo Includes Liquid Cargo , Bulk Cargo and Other Cargoes and Excludes Containers



