

J. M. BAXI GROUP

TIDINGS

ISSUE VII

OCTOBER - DECEMBER 2014



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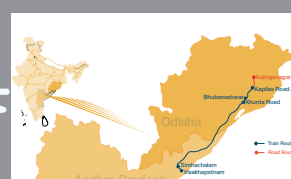
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J M BAXI GROUP

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From the Quarter Deck

Dear Colleagues, Partners and Principals, Since our last message from the quarter deck, the new government in India has completed 100 days in office and its report card has been discussed in great detail in many places and by many eminent commentators.

On our part, the new government remains action oriented, reform oriented and growth oriented. This causes companies such as ours to be enthused and optimistic in our chosen path of endeavour. In our sector, several announcements have been made by the government, which is encouraging.

1. It is the endeavour of the government to enable globally priced finance for ship owning and shipbuilding.
2. The government is endeavouring to encourage coastal shipping with duty exemptions for bunker as well as lifting cabotage for transportation of export-import containers.
3. The government is ensuring the enhancement of port connectivity projects, both by road and by rail.

Prime Minister Narendra Modi in his 100 days in office has made four significant overseas trips, namely: Bhutan, Nepal, Brazil for the BRICS meeting and Japan. The message and the endeavours of the Hon PM are clear: build strong and close bilateral and multilateral relations both within the neighbourhood and with long-distance long-term partners. India's relationships in terms of trade with various nations, such as China (our largest trading partner), the US, the EU, Japan, the African continent, the south-eastern nations, South America and Russia, along with our west Asian and south Asian neighbours, will see a surge of trade in the coming months and years. Japan is already an active participant in the Indian economy, and has committed large-scale financing as well as technology transfer in mega projects such as the

dedicated freight corridor (DFC) as well as the Delhi Mumbai Industrial corridor (DMIC).

These are indeed optimistic and exciting times! Enhanced trade = enhanced cargo volumes = enhanced ships + enhanced shipments = enhanced opportunities = enhanced revenues.

The east coast of India continues to attract economic attention. With the formation of the two new states of Telengana and Seem Andhra, the next five years is likely to see unprecedented levels of investments in infrastructure, including the creation of a brand new capital in the Vijaywada region. The oil and gas sector is also expected to grow at a phenomenal speed with discoveries, exploration and development of both gas fields and oil fields in the Krishna Godavari basin.

At the present the west coast of India ports have separate strings of container ship services connecting to various eastbound and westbound destinations. The east coast of India is served by different strings of services and ships. Due to this a good percentage of Indian container traffic is also trans-shipped at neighbouring ports. What this means in practice is that almost double the number of vessels have to be deployed by shipowners for the Indian traffic resulting in shipowners facing higher costs. With increasing volumes on the east coast of India both inbound and outbound as well as eastbound and westbound, we are expecting major shipowners to extend some of their services to cover both Indian coasts with the same service (with larger ships). Vizag will benefit with such moves due to its high draft, which can cater to the larger ships. In many ways this is similar to the US west coast and east coast shipping services and the use made of the Panama Canal.

In India, the markets are eagerly awaiting the finalisation of the LNG ships tender by the Gas Authority



of India Ltd to transport shale gas from the US into India. The Indian ports and maritime industry along with India's power and steel industry are awaiting the imminent policy announcements and actions regarding the mining industry, both for coal and iron ore. This will have a substantial impact on the trade flows and ship flows into and out of India. Our group of companies has been engaged in several of the above mentioned activities and we continue to take incremental and strong steps to add to the sorely needed infrastructure of India. It is imperative that we continue to step up with our various partners in the different parts of the logistics chain where we operate to participate in the enhanced trade flow of India.

The monsoons this year have been inadequate in some parts of India. The next few weeks will show the shortfall of various types of crops. The three areas of direct impact will be:

- a. Rural incomes
- b. Surplus grain and other produce available for export
- c. The requirement for fertiliser input next year

By the time the next edition of the Tidings is published, it will be 2015. We will be then proudly announcing the full-fledged operations of the DICT (Delhi International Cargo Terminal). We as a group of companies look forward to entering 2015 with a lot of ground we have covered in the present year. Thus, let me wish you and your family a very happy Diwali and a Merry Christmas ■

Agency & Services

A Few Rungs Of Social Entrepreneurship

Basic needs are under threat today and J M BAXI GROUP has taken up the challenge for the country to the environment and society at large. Arya Water was founded in 2014 to provide social entrepreneurship.

Water resources are coming under immense pressure due to the overall economic growth, global warming, urbanisation and incessant water pollution levels globally. Lack of proper water treatment and management systems only accentuate the catastrophic effect. The problems are expected to become even more severe in times to come.

Comprehending the various requirements of our customers, Arya Water Technologies has initiated its foray with top-of-the-line water and waste water treatment solutions. Partnering with leading domestic and international players in the field, we offer a complete basket of conventional and next-generation technology to address the spectrum of turnkey water treatment solutions across diverse segments.

OUR STRENGTHS

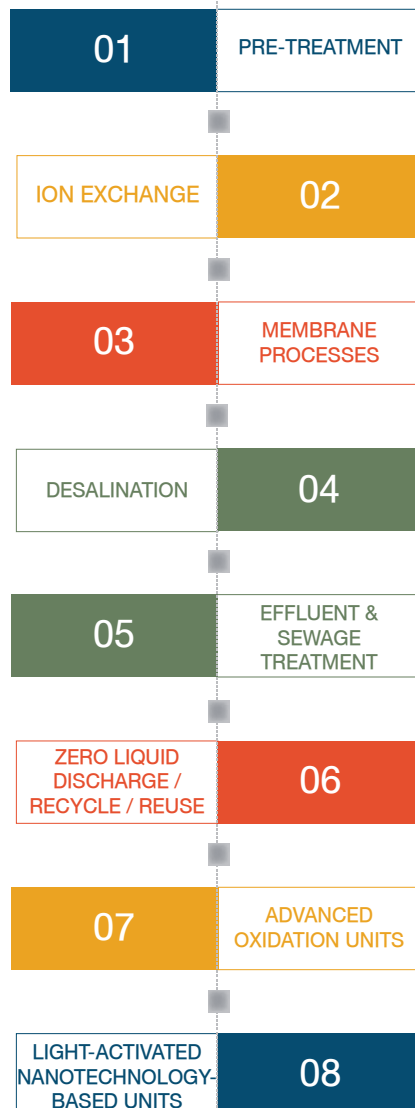
- 360° Solutions - Conventional to Next-Generation
- State-of-the-art manufacturing facilities with principals
- Integration with existing legacy systems and troubleshooting
- Extensive domain interdisciplinary knowledge
- Fully qualified team of experienced professionals

- Advanced, cost-effective and reliable solutions
- Nationwide presence
- Service support 24x7

OUR SHARED VALUES

- Commitment to excellence
- Pro client approach
- Highest standards of integrity
- Innovation and learning

Products and Solutions



PRE-TREATMENT



We offer pre-treatment for all types of feed sources - surface water, bore well water, sea water and waste water.

Clarification

- HRSCC (high rated solids contact clarifier)
- Clariflocculators
- Tube settler/lamella clarifiers

Filtration

- Activated carbon filter
- Fluoride removal filter
- Iron removal filter
- Dual media/Sand filter

ION EXCHANGE



- Softeners
- Demineralisation plants
- Condensate polishing units
- Mixed bed plants

Agency & Services

MEMBRANE PROCESSES



We provide a comprehensive range of membrane separation services:

- Micro filtration
- Ultra filtration
- Nano filtration
- Reverse osmosis
- Membrane bio reactors
- RO plant for kidney dialysis

DESALINATION



We offer both membrane and thermal-based desalination systems manufactured using high-quality raw materials.

- Thermal desalination
- Reverse osmosis
- Electro-dialysis

EFFLUENT & SEWAGE TREATMENT



We offer a complete range of effluent and sewage treatment plants based on:

- Moving bed bio reactor
- Sequence batch reactor
- Membrane bio reactor
- Submerged aerobic fixed film
- Digesters (aerobic/anaerobic)
- Upstream anaerobic sludge blanket
- Extended aeration
- Advanced oxidation reactors

ZERO LIQUID DISCHARGE/ RECYCLE/REUSE



To meet discharge requirements and for optimal use of resources we offer state-of-the-art systems based on a membrane process, evaporative process or a hybrid. The systems based on the hybrid approach have low life-cycle costs in comparison to existing technologies.

ADVANCED OXIDATION UNITS



We provide advanced oxidation units made in conformance with various industry standards offering maximum operational efficiency.

The technology uses the ability of light combined with photo catalytic semiconductor surfaces (titanium oxide) to produce free hydroxyl radicals that are extremely potent at breaking down harmful microorganisms and other pollutants.

These units provide protection to the extent of 1 ppm (99.999%) against harmful microorganisms.

LIGHT-ACTIVATED NANOTECHNOLOGY-BASED UNITS

We offer highly sophisticated and effective nanotechnology-based units that use five photochemical processes working together synergistically to break down and remove contaminants using light energy.



Solar Bag (3L): Portable, reusable water purifier that can purify 3 litres at a time using solar light to activate a nanotechnology-coated mesh.



Shield 1000: Compact, simple to install water purifier that can be used for drinking, industrial and lab water applications. It uses a nanotechnology-coated mesh for purification and has broad contamination coverage with the lowest operating costs ■

Agency & Services

With J. M. Baxi & Co. - It Is Different

There are shipping agents and there are more shipping agents! Previously, a ship agent was required to have table space, a phone and fax connection before they were ready for business! Now, with the advances in technology, all that is required is a laptop, a smartphone and a host of other electronic gizmos and they are ready to operate as a ship agent from the confines of their own home or anywhere else in the world. So what sets apart one ship agent from another?

For the last 98 years, J. M. Baxi & Co. (JMB) has weathered many a storm and seen many cyclical ups and downs, which are so common in the shipping industry. Over this period we have steadily grown. We have grown in size, we have grown in stature and we have grown in the implementation of modern business techniques for the betterment of the service rendered to our principals. So what is it that sets JMB apart from other ship agents in India? What does JMB offer that makes hundreds of ship owners, operators, charterers want to come back to JMB for future calls? The answer is "With JMB – it is DIFFERENT!" So what are the differences that sets JMB apart from other ship agents?

The differences that JMB makes are best enumerated as:

1. Network

With over 54 offices at all major and minor ports as well as principal inland destinations, JMB ranks unparalleled in having its own offices manned by local master mariners and senior shipping professionals. As a corporate policy JMB does not operate through subagents.



2. Service

Whether we are general agents or acting as charterers or owner's protecting agents, our strength has always been the level of professional service offered to our principals. So, for an owner's protecting agent, if the holds are not passed on arrival for the cargo loading operation, is it due to the uncleanness of the holds or that the shipper / charterer is not ready with the cargo inside the port. The difference is that time will start to count for the owners once the Notice of Readiness has been tendered if the cargo is not ready for loading by the shipper / charterer. JMB has always played a proactive role in protecting the interests of its principals to ensure the shortest possible port stay.



3. Workforce

The skilled and trained JMB workers/employees/operatives at all the ports, ensure that communication is promptly replied and vessels are properly attended during their port stay. All measures are taken to reduce the costs for the principals and allow each vessel to sail expeditiously.

4. Value Plus

With in-house broking, stevedoring, clearing and forwarding, bulk cargo handling, transportation and other logistics departments, JMB offers a comprehensive and inclusive service, which can include door to door and personalised logistics solutions. For our cruise and foreign navy principals, we have set up a specialised cell, which caters to the exclusive and exacting requirements that the industry demands.

5. Goodwill

After 98 years of dedicated, sincere, professional and quality service to the trade, our greatest achievement has been the goodwill of the various principals that we represent throughout Indian ports. It is this appreciation of our services that has led to the growth of our business, which currently is head and shoulders above our competition.

As we approach our centenary year in 2016, we are not content with resting on the laurels of the past but have developed a renewed vigour to serve the trade and are honing fresh skills and practices to take us beyond the 100 years with pride and dedication ■

In Conversation

JMB Group: A New Brand Identity



J. M. BAXI & CO.

The J M BAXI GROUP of companies has a very diverse portfolio of companies, SBUs and Infrastructure that has been established over the past 98 years to handle and support numerous shipping and logistics requirements. The group branding, however, has for long relied on the identity of our flagship company, J. M. Baxi & Co. As a group and brand offering a number of different products and services, we realised it would be better to streamline and organise our identity afresh to make it easy for consumers to understand what we do.

Sometimes, the logic of an internal company structure can dictate how products are organised, but this does not necessarily make sense to external customers. However, while our core values are still the same, the demands and needs of our customers require the group to position itself dynamically, rather than simply asserting legacy values. We had to look at the best way to present what we actually do, even if that meant setting things up differently from how they are tackled by our internal organisation. Especially where the company operates in more than one sector, we have to consider how to present the core value propositions of our business in each area, so that customers can better appreciate the diverse strengths and experience that we bring to the table.



With nearly a hundred years of illustrious existence and still experiencing a frenetic pace of market growth and business expansion, J. M. Baxi & Co., the flagship of the J M BAXI GROUP, India's most diversified maritime logistics group, is at the cutting edge of a momentous transformation. The last couple of years have seen a highly focused and intensive process of strategic restructuring of the group's diverse businesses, catalysing its growth into new consolidated verticals: logistics infrastructure, 3PL services and integrated logistics.

Consequently, the group's corporate identity has evolved by integrating backward and forward links within the logistics value chain. It was only logical that the group's corporate logo and brand were re-conceived to reflect the changes in the group.

Spearheading the revamp of the group's marketing and brand identity is Vir Kotak, a young and visionary third-generation entrepreneur, who is also Joint Managing Director of the J M BAXI GROUP of companies. This article includes excerpts from a conversation on how this momentous change is driving the future evolution and wider perception of the J M BAXI GROUP



Our logo has been our symbol since our founding back in 1916. Creating another identity at the group level without diluting the significance of the J. M. Baxi & Co. logo was as big a challenge as creating an overall umbrella brand. Our logo also in many ways signifies the tremendous customer goodwill and brand equity that J. M. Baxi & Co. has generated over the decades. Just how far we can keep 'stretching' our primary brand in this way depends on the core ideas, values and associations we have to start with. In some cases it may actually be more effective to develop a completely distinct brand for the different sectors we want to operate in, rather than stretching our existing brand to meet new markets. Essentially, we have sought to retain the best of our business traditions that have been nurtured over the past decades while giving a more contemporary flavour to our branding strategy and aligning it with our current business imperatives ■

further information on web: www.virkotak.com

Logistics

The Eastern Vantage Point - Paradip, Orissa



India's Acting East Policy is focused on the economic benefits for the east of the country.

With the government keen to push connectivity with the south-east Asian region, the emphasis is now set to shift to how the connectivity corridors when ready, can be transformed into zones of vibrant economic activity. Paradip is the perfect vantage point for sea connectivity with the East.

Paradip Port is one of the major ports of India serving the eastern and central parts of the country. Its hinterland extends to the states of Odisha, Jharkhand, Chhattisgarh, West Bengal, Madhya Pradesh and Bihar.

The port has about 23 lakhs sq. m of cargo stack yard. With an annual cargo handling capacity of 108.50 million metric tonnes, the port

occupies the top spot amongst all major ports of the country in terms of capacity.

The port mainly deals with bulk cargo as well as other clean cargoes. There has been unprecedented growth in the traffic handled at this port in the last decade.

Paradip Port has 14 berths with a minimum draft of 13 m (43 ft). It can accommodate vessels up to 70,000 DWT.

The fully automated coal handling plant can handle up to 20 million tonnes of coal imports per annum. A single point mooring system handles very large crude carriers for Indian Oil.

As of 2010, the approach channel was being dredged to increase its depth to at least 18.7 m (61 ft) to enable

the port to handle capesize vessels. A western dock with six additional berths is planned to be completed in 2014.

Other extensive expansion projects are planned to increase the port's cargo handling capacity to over 133 million tonnes in 2015.

The port operates an autonomous railway system, with its own railway station. It has 82 km of track with over 25 sidings for handling cargo. The rail system connects to the East Coast Railway network of the Indian Railways over a 10 km route ■

Logistics

BOXCO's Presence At Paradip, Orissa



Boxco deployed 56 axle unit Self-propelled modular transporters (SPMTs) for handling the super ODCs of the Indian Oil Corporation Ltd (IOCL) Refinery projects mentioned below.

- CDU Column: 1250 MT, 5766 × 1607 × 1662 cm
- CDU Column: 995 MT, 7230 × 1173 × 1279 cm
- Regenerator: 618 MT, 1637 × 1626 × 2212 cm

J. M. Baxi & Co.(JMB) had undertaken a civil construction of a ro-ro jetty at Paradip Port, which was completed in November 2010. This jetty was handed over to JMB by Paradip Port Trust for operation in June 2011 with a dredged approach of 6 m.

It was a matter of great pride for JMB when the first ro-ro operation at this jetty was undertaken by us on 3rd July 2011 and from then, to date our project logistics team has surpassed many challenges.

We are the leading stevedore and logistics service provider handling the major proportion of project cargo passing through Paradip Port.

Our office building has three floors with a total area of 5,667 sq. ft. It has one room for the director, a conference room, a meeting room, an IT room, eight cabins for the branch head, HoDs and principals, and 50 work stations. The entire office

is equipped with state-of-the-art facilities.

As a CSR activity, we have been maintaining one Circular Park in Sub-station square, Paradip.

We have well qualified and efficient employees having vast experience in port operations.

We have the most sophisticated machinery and our fleet includes eight telescopic cranes, heavy duty hydras, fork lifts, excavators and various pieces of auxiliary equipment ■

Logistics

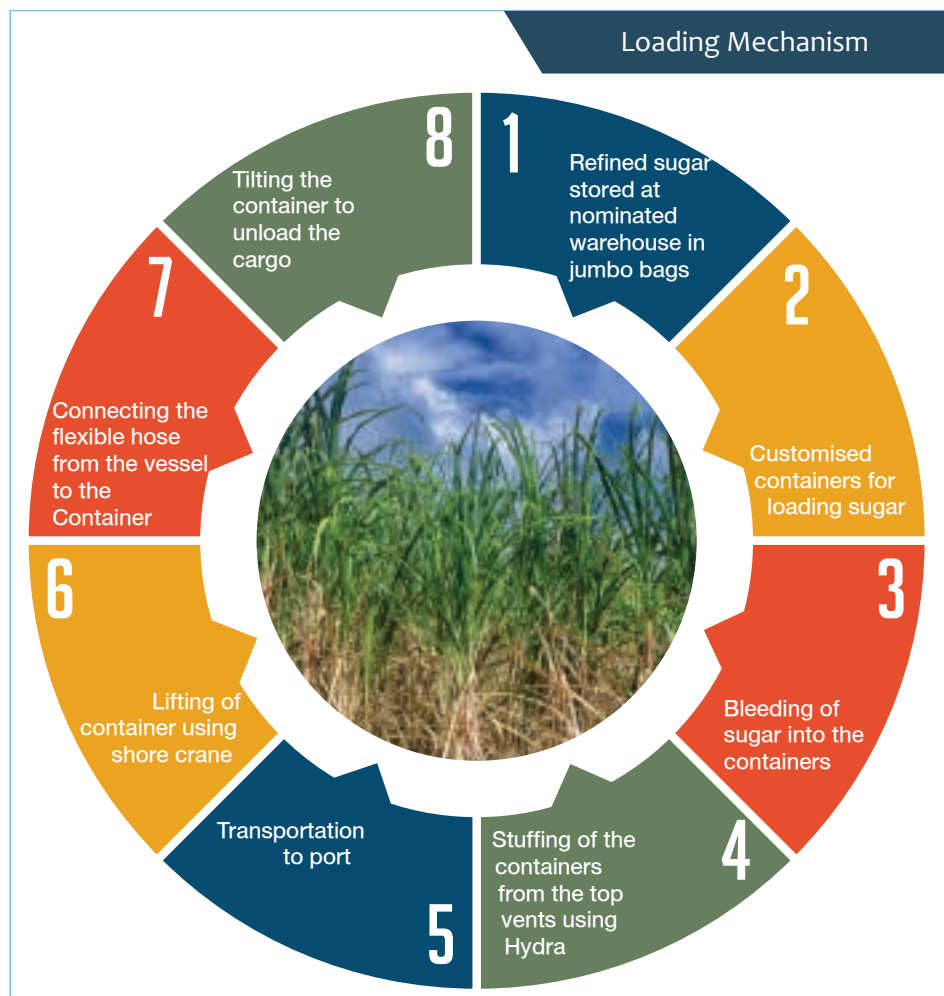
BOXCO Commences BIBO Operations At Kandla Port

ED&F Man (UK) owns and operates special-purpose vessels called bulk-in bagged-out (BIBO) vessels for transportation of refined sugar in bulk from various ports across the world. The cargo is loaded in bulk from silos at the port and shipped and bagged at the destination as per the requirement of the end receivers.

The BIBO system provides the highest level of out-turn quality, eliminates quayside handling losses on discharge, reduces port and quayside congestion, facilitates forward planning through greater reliability and minimises turn-around times at port.

BIBO vessels also have a number of highly developed, hygienic features. These include a fully mechanised conveying system in the fully insulated holds; temperature and humidity controlled handling areas; smooth, food grade inner surfaces; centralised cleaning and dust extraction facilities; and screening and metal detection systems.

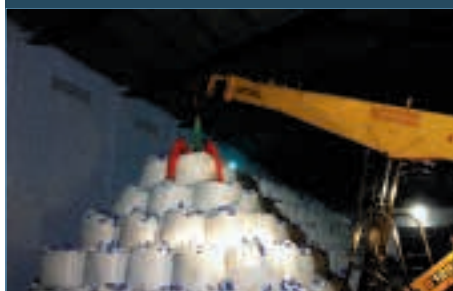
Since land is unavailable for construction of permanent silos at ports in India ED&F Man (UK) approached Boxco Logistics (I) Pvt Ltd, a J M BAXI GROUP company,



with an innovative solution of modifying general-purpose containers for transportation of

refined sugar from the sugar refinery at Kandla run by Uniworld Sugar Limited (a joint venture between

Refined sugar stored in jumbo bags at the warehouse



Loading of jumbo bags for bleeding



Bleeding of sugar into the containers



Logistics



ED&F Man (UK) and Shimbhaoli Sugars Ltd) for facilitating BIBO operations. The refinery is 25 km from Kandla Port and has a sugar refining capacity of 1575 MTs per day. With technical inputs from Mr Steve Edwards of ED&F Man (UK), the guiding force behind the required modifications, the Boxco Logistics team successfully modified 40 containers and devised a unique mechanism for loading sugar from 1 MT jumbo bags into the containers for onward transportation to the port.

The vessel, MV CHL Innovator was also modified to receive containers on a platform on top of the ship using shore cranes. These were then tipped into the vessel holds using a hydraulic system.



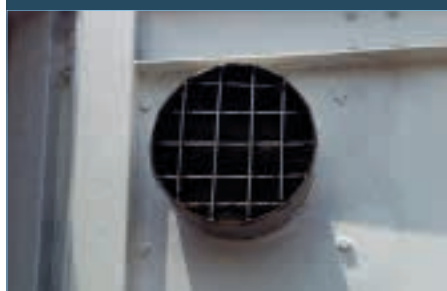
Mr Samir Shah, Senior Vice President, Boxco Logistics (I) Pvt Ltd. He further credits Mr Steve Edwards, Mr Rahil Shaikh and the entire management of ED&F Man (UK), Uniworld Sugars Limited and Kandla Port Trust for their support, without which this project would not have been implemented successfully ■

Using this mechanism, MV CHL Innovator, on its maiden leg to Kandla, successfully loaded 20,000 MT of sugar and sailed for its destination on 5th of August 2014. 'With the inception of such a pioneering concept, the white sugar transportation process will be revolutionised in India,' said

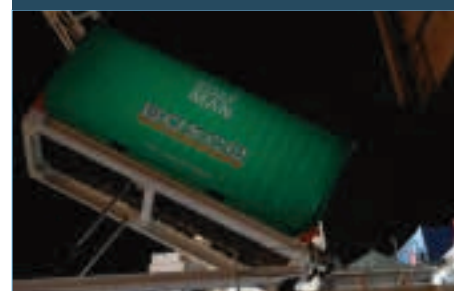
Inside the container



Filtered 'breather' in the rear door of the container



Loading mechanism



Infrastructure

ULA CFS – Extending Services Door To Door

Commissioned on 26 May 1989, Jawaharlal Nehru Port Trust has emerged as the premier container gateway on the Indian coast. Today it handles nearly 60% of the total number of containers handled by all major ports. The support infrastructure at the back-end is also the largest with 4 million TEUs transiting every year. The port is connected through 40 container freight stations and several ICD destinations.

More than half of these CFSs were established in the last 10 years anticipating growth in container traffic. Several proposed projects like harbour deepening (dredging) and creation of new berths were on the anvil. However, these projects were

inordinately delayed. The magnitude of the projects was so large that the selection of the private partners and contractors took time.

With CFS capacity far exceeding the demand, competition has been quite stiff. This is quite beneficial for the customers but operators have to walk a fine line. On one end, the cost of services has come down and on the other, quality of services has gone up; both ends of the pencil are constantly kept sharpened.

United Liner Agencies - Container Freight Station (ULA CFS) has always kept pace with the competition; in fact, a customer-centric approach has helped it stay ahead of its competition in terms of service levels.

One such initiative is the introduction of a large fleet of trailers, for which 62 triple-axle road trailers were purchased and deployed to strengthen the connectivity of the first mile and the last mile.

There are only seven CFSs at Nhava Sheva today, which provide end-to-end logistics including its own trailers. Living up to the



expectations, ULA trailers have not only enable ULA to join this league but they are also equipped a notch above the rest. They are fitted with a vehicle tracking system to provide seamless monitoring. These electronic systems have transformed the fleet control centre into an information hub. Dispatch managers can now track each fleet vehicle in real-time having data at their fingertips; namely fuel consumption, route efficiency, vehicle diagnostics and even driver profiles on a daily basis. The system helps customers by giving them the location of their goods and the ETA to their premises, as the tracking system relays information in real time.

ULA has always endeavoured to provide value added services to its customers within the supply chain.



ULA-CFS

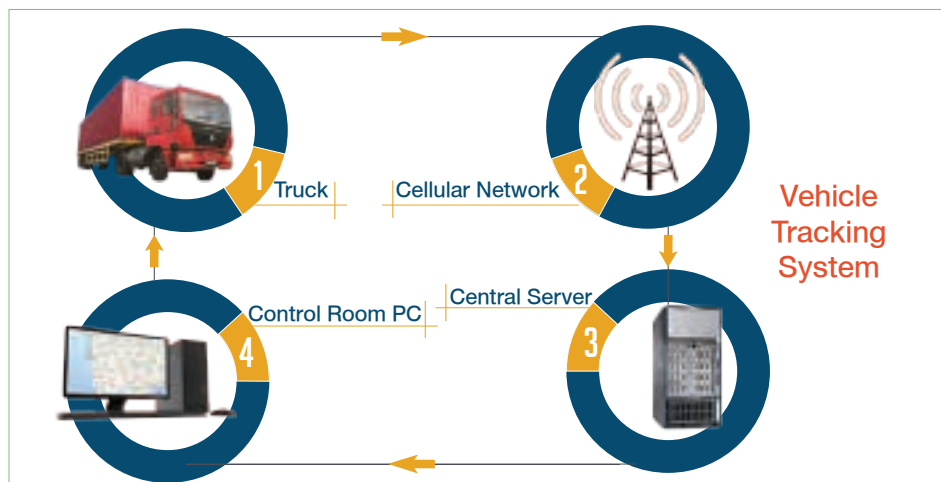
Infrastructure

Now, having its own fleet gives it better control of services with timely evacuation of containers from the port and timely delivery of containers to the destination. With dedicated personnel monitoring the fleet 24 x 7, reliability and efficiency are ensured.

Engaging third-party trailers is easy and economical but it comes with its own challenges. The vehicles are generally not well maintained and they have to break the speed limit to make multiple trips. Sometimes they also transgress the legal norms by carrying overweight containers on a double-axle trailer. There is also no surety of the driver's working hours; the person may be

Advantages Of Own Trailer Fleet

- 01 Timely delivery
- 02 Real-time tracking
- 03 Priority movement
- 04 High safety standards
- 05 Compliance to RTA norms
- 06 Lower carbon footprint
- 07 Security of cargo
- 08 Committed service as per SLAs
- 09 EDI connectivity



working for more than 24 hours at a stretch. Conformance to HSE norms is seldom a priority.

The trailer fleet bolsters operations in three distinct areas:

1. En bloc movement (port to/from CFS)
2. Empty movement to/from depot
3. Delivery to customer's door



ULA CFS guarantees to move boxes from the container terminal within 48 hours. This fleet makes this possible as availability of trailers and job sequencing are virtually assured. As

a consequence, yard planning and operations are improved. Also a fixed trailer fleet can be linked up with the port systems to enable quicker access and pre-notification through EDI, improving turnaround times and enabling vehicle/container tracking. Once a container has been unloaded, it is moved to the empty depot. Non-availability of trailers can lead to grounding of a box within the CFS and being reloaded when a third - party trailer arrives. These unproductive moves are avoided by using our own stand-by trailers.

The last mile of a delivery to the door is equally important. The only company representative a customer meets is the driver. The attitude and commitment shown by this person leaves an impression on the customer . ULA therefore takes care to employ the most competent and reliable drivers ■

Infrastructure

BOXTRANS Connects VCT To ICD Kalinganagar

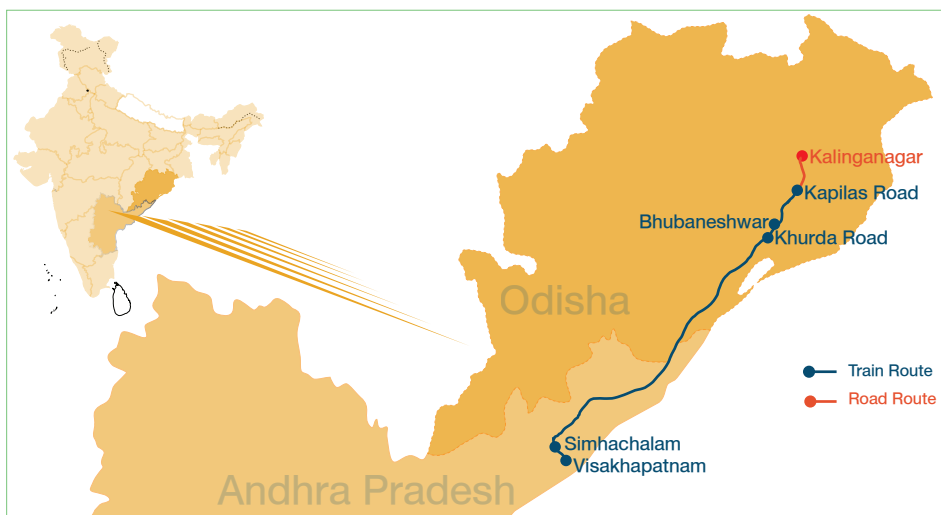
A small town in Jajpur district, Kalinganagar, has emerged as a major industrial centre of coastal Odisha. This belt, rich in iron ore, was identified by Odisha Industrial Infrastructure Development Corporation (IDCO) for development of support infrastructure for manufacturing industries. Along with several initiatives undertaken in the 1990s following the much-awaited industrial liberalisation, one million hectares of land was acquired by the government as per the master plan released for the area in 2006. Further, the District Industries center was shifted from Jajpur to Kalinganagar to establish Kalinganagar Development Authority (KNDA).

With the rising global demand for steel, Kalinganagar is fast becoming a major hub for producing steel and metallurgical products.

Today, the location houses many companies including public ones like Neelanchal Ispat (NNIL) and many private companies like Tata Steel, Jindal Stainless, Visa Steel, Maithan Ispat, Rohit Ferrotech, KJ Ispat, DSPL, MESC and IFCAL.

EXPORT GATEWAY

Most of the products, both ferrochrome and steel, are of high value and therefore the producers prefer to export them in containers rather than conventional break-bulk parcels. Of the two major ports located close to this 'steel hub', only Visakhapatnam has a dedicated container terminal. Visakha Container Terminal with its deep draft and excellent connectivity has naturally become the preferred gateway choice for metal exports.



CONNECTIVITY

Kalinganagar is connected through Jajpur-Keonjhar corridor of the East Coast Railways. However, no container rail terminals (CRTs) are located nearby. Kalinga Nagar Industrial Complex (KNIC) is well connected by road, less than 40 km from NH-5, and 400 km from Visakhapatnam Port along this road. This serves as the primary connectivity for the location. Most

THE INITIATIVE

A joint initiative by Boxtrans, Visakha Container Terminal and ICD Kalinganagar has pioneered these efforts by successfully connecting containers at the dockside railhead at VCT to ICD Kalinganagar via Kapilas Road. On 26 August 2014, a full rake of containers with a steel cargo was moved between the locations within 72 hours.



of the cargoes move by road to the container freight stations in Vizag, where they are stuffed into containers. With recent increase in production, this mode of transportation has come under stress. Apeejay Infralogistics has established an Inland Container Terminal (ICD) at Kalinganagar with the aim of containerising these cargoes locally and connecting them to the gateway ports by rail.

This successful trial paves the way for rail movement of cargo from this region to and from the gateway ports. Rail movement enables movement of heavy boxes and heavy cargoes, which cannot move by road on normal trailers. Also it is a safe and efficient method of transport, which helps to decongest the roads. Since there is no double handling, this is the preferred choice of all stakeholders ■

We Connect

J M BAXI GROUP Supports Education Through Football

OSCAR Foundation the Organization for Social Change Awareness and Responsibility - was founded in 2006 by a young visionary Ashok Rathod. Ashok grew up encountering some of the social problems faced by his community like children dropping out of school, child labour, child marriage, drug abuse and minor criminal activities because of the lack of family support for education and other financial constraints. This led to the birth of Oscar Foundation in the slum of Ambedkar Nagar in Cuffe-Parade, South Mumbai.

Oscar Foundation established a unique model of imparting education to children and youth through the medium of sports. Ashok started exploring this idea with a small group of children in his community in 2006, and observed a noticeable reduction in the school dropout rate after a year. Following this success, he decided to take things further by formally addressing the lack of interest in pursuing education in underprivileged communities by providing training in football as an incentive to draw them towards education.

OSCAR operates a unique model to address these issues by running four programmes to support children and youths to become responsible adults.

The Young Leaders Programme offers six months of football training to youths where they attain skills in football coaching and personal development. After completion of the training, the participants start to lead a football group under the Football Programme as well as teaching children.

The Football Programme is for children and youths aged 7 to 22



years, who simultaneously learn to play football, value education, cope with social issues.

The goal of the Educational Programme is to make children, youth and parents understand the importance of education and after-school studies. Through this programme students are motivated to finish their formal schooling and consequently school dropout rates are lower.

The impact of all these programmes has been exhilarating. They are marked by improved attendance and performance at school and college. There is increased interest towards education and choosing different career paths, increased levels of awareness for several social issues and more knowledge of rights and responsibilities. Health and hygiene have improved and there is more interest in sports. The young leaders of OSCAR have better leadership, decision-making, conflict management and project management skills. The youths have led many initiatives for their communities.

OSCAR is also an affiliated member of FIFA-affiliated Street Football World in Germany, Generations for Peace in Jordan and Albion in the Community in England.



OSCAR Foundation was a recipient of the Real Hero Award from CNN-IBN in 2009 and the Vocational Service Award from the Rotary Club of Bombay Sea Cost in 2011.

OSCAR has been a recipient of many fellowships like Ashoka's Youth Venture Fellowship (2008), UnLtd India Investee (2008-2011), Changelooms (2008-2010), Oxfam Australia (2010-2013) and GEILI Hongkong (2011).

OSCAR's vision five years down the line is to have 25,000 children and 1,000 Young Leaders working with them across India compared to 1,770 children and youths working with them currently. It also envisages having an international presence through partnership with AFC (Asian Football Confederation) and AIFF (All India Football Federation).

As a part of its CSR initiative, J M BAXI GROUP has extended its support to OSCAR Foundation for this noble cause of education through the Football Programme.

As so rightly said by Sir Nelson Mandela, "Education is the most powerful weapon to change the world." ■

Weights & Measures

Moving Towards Demand-Driven Coal Logistics

Coal as a dry bulk cargo handled at Indian ports has the largest share of the total freight handled by the Indian Railways. With coal demand now expected to rise by 6% to 787 million tonnes (mt) during 2014-15, according to the Coal Ministry, coal imports are likely to further touch 200 mt, going up from 140.57 mt in 2012-13. This coupled with the hinterland movement of about 250-300 mt coal by railways – poses complex and formidable logistical challenges in making coal available at the right time, at the right location and at minimal cost across the country.

Over the past several decades, the bulk of the thermal power, steel and cement capacities in India have been set up in vast under-developed hinterland locations that were either close to coal mining areas or were places where could be transported by rail. However, with domestic mining of coal and ores progressively falling short of meeting the growing requirement of the industry, coal imports have become critical to meeting the demand-supply gap. There is also a concurrent trend towards relocating newer thermal power and steel plant capacities near proximate seaports to take advantage of imported coal. The government policy sanctioning the setting up of



distances from the mines to plant locations, the added transportation costs are making coal costlier and often less competitive than imported coal. In particular, with imported thermal coal being now used not only by coastal power plants but also by hinterland thermal power plants, the coal logistics for the hinterland has grown increasingly complex. Coal India's own plans to import around 5 mt of thermal coal [to supplement its supply obligations under Fuel Supply Agreements (FSAs)] are likely to further add to logistics complexity. The focus of attention in operations can be seen shifting from coal supply points to how effectively coal demand clusters are managed. Several large private power plants are now coming up with new logistics solutions, like setting up dedicated conveyor lines, port-to-plant captive railway sidings etc. The common rail networks are mainly used for carrying domestic coal produced by Coal India. The continual need to adapt to demand-driven logistics for coal is becoming increasingly critical to cut down transit and delivery times and meet the desirable inventory requirement ■

(to be continued in issue VIII)

DISTRIBUTION OF THERMAL POWER PLANTS & CURRENT THERMAL COAL CONSUMPTION *

Regions	Capacity (MW)	Coal Consumption (Million Tonnes)
Northern	33,423.50	120.32
Western	51,044.51	183.76
Southern	25,782.50	92.81
Eastern	24,077.88	86.68
North East	60.00	2.16
Total Coal-Based	134,388.39	485.73

*Assumptions: The power plants typically consume 3.6 tonnes of coal per megawatt of power produced, while it takes 450 g of coking coal to produce 950 g of finished steel.

A large volume of coal movement in India is for thermal power plants with a significant share also being for imported coking coal and coke for the steel and other manufacturing industries. The spatial distribution of plant capacities of coal users – both thermal power plants and steelworks – thus plays a critical role in how coal logistics is organised and has evolved in India, especially in how imported coal is made available to the user industries from coal-receiving seaports.

ultra mega power plants (UMPPs) has thus favoured deep-draft seaport locations like Krishnapatinam and Mundra, which are capable of handling large cape parcel sizes. However, despite advantages in fuel costs and the use of super-critical technologies in scaling up plant sizes and operational efficiencies, the logistics challenges have far from diminished.

Increasingly, as domestically produced coal is now moved over longer

Port Statistics

SHIPPING & CARGO PERFORMANCE

QUARTERLY UPDATES ON INDIAN MAJOR & MINOR PORTS (QTY IN MILLION TONNES)

APRIL - JUNE 2014 (1st QUARTER) / APRIL 2014 - MARCH 2015

AGRICULTURAL PRODUCTS

	SUGAR		SOYAMEAL		WHEAT		RICE		MAIZE	
	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14
No. of Ships called	11	7	2	11	13	46	14	41	26	48
Total Cargo Handled	0.207	0.154	0.055	0.206	0.353	1.404	0.228	0.969	0.874	0.872
Inbound	0.051	0.051	0.000	0.000	0.000	0.000	0.000	0.001	0.000	0.000
Outbound	0.156	0.103	0.055	0.206	0.353	1.404	0.228	0.968	0.874	0.872

FINISHED FERTILIZERS & FERTILIZER RAW MATERIALS

	UREA		SULPHUR		ROCK PHOSPHATE		DAP		MOP	
	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14
No. of Ships called	19	26	18	11	49	39	12	14	28	28
Total Cargo Handled	1.002	1.044	0.458	0.198	1.945	1.28	0.450	0.573	0.837	0.793
Inbound	1.002	1.044	0.359	0.160	1.945	1.28	0.450	0.573	0.837	0.793
Outbound	0.000	0.000	0.099	0.038	0.000	0.000	0.000	0.000	0.000	0.000

COAL

	THERMAL COAL		COKING COAL		MET COKE		PET COKE		ANTHRACITE COAL	
	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14
No. of Ships called	178	145	163	107	34	16	18	14	9	6
Total Cargo Handled	9.068	7.068	9.718	6.299	9.341	0.450	0.705	0.543	0.199	0.109
Inbound	2.938	2.497	9.538	6.292	9.33	0.428	0.659	0.274	0.199	0.109
Outbound	6.130	4.571	0.180	0.007	0.011	0.022	0.046	0.269	0.000	0.000

STEEL & RELATED ORES

	STEEL PRODUCTS		SCRAP METAL		CHROME		MAGNESIUM ORE		IRON ORE	
	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14
No. of Ships called	188	181	5	1	2	1	35	7	190	75
Total Cargo Handled	2.509	1.384	0.124	0.030	0.008	0.025	0.664	0.192	8.889	4.067
Inbound	1.36	0.755	0.124	0.030	0.000	0.000	0.653	0.192	2.984	1.916
Outbound	1.149	0.628	0.000	0.000	0.008	0.025	0.011	0.000	5.905	2.151

INDIAN PORT PERFORMANCE - Q1 & FY 2014-15 THROUGHPUT(QTY IN METRIC TONNES)

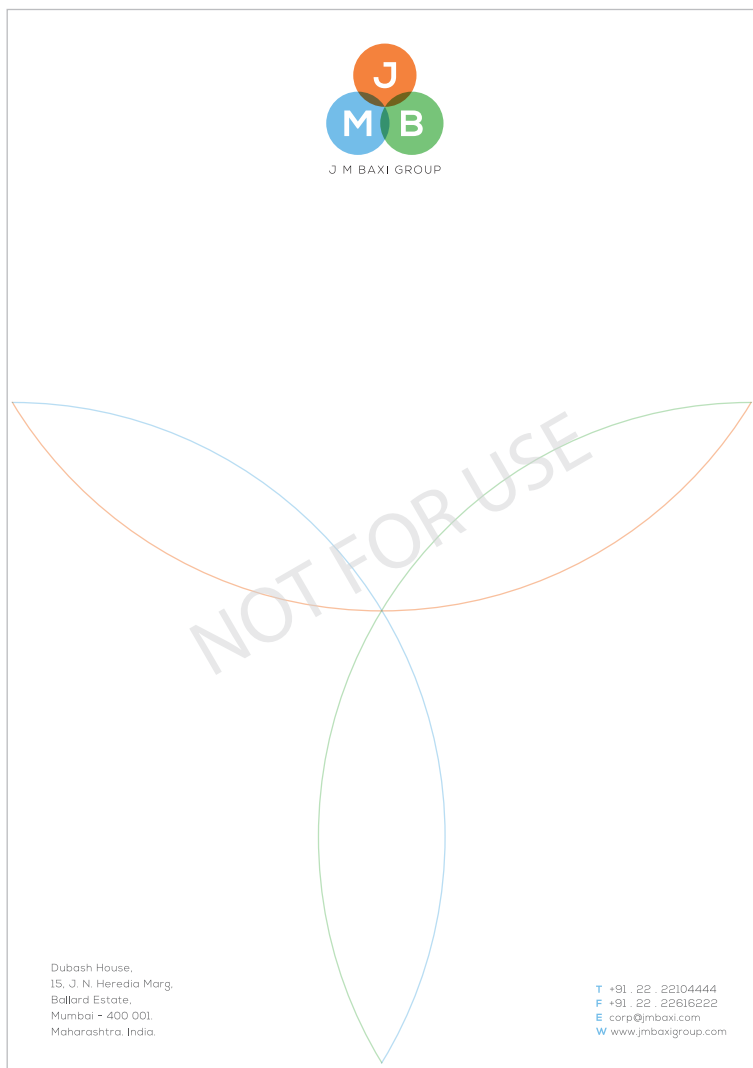
APRIL - JUNE 2014 (1st QUARTER) / APRIL 2014 - MARCH 2015 QTY IN MILLION TONNES)

Ports	Types of Ports	NO. OF SHIPS		LIQUID CARGO		BULK CARGO		CONTAINERS (TEUs)		TOTAL CARGO *	
		1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14	1 st Qtr	Apr'14-Jun'14
Kandla	■	97	301	0.625	1.062	0.707	5.653	28,280	22,334	1.339	6.989
Mumbai	■	566	517	5.064	2.105	3.574	4.842	12,995	9,972	8.836	7.126
Nhava Sheva	■	120	136	0.114	1.548	0.220	0.207	1,377,115	1,037,700	0.334	1.799
Mormugao	■	115	87	0.250	0.087	2.767	2.034	-	-	3.118	2.131
Mangalore	■	254	291	5.059	5.180	3.617	3.453	16,640	11,807	8.727	8.693
Cochin	■	163	128	3.585	3.678	0.469	0.188	109,460	79,900	4.203	3.906
Tuticorin	■	193	168	0.304	0.192	4.284	4.100	165,604	121,214	4.973	4.459
Chennai	■	284	238	3.686	4.282	1.619	1.847	502,474	370,947	5.630	6.277
Ennore	■	201	154	0.834	5.219	6.487	5.413	-	-	7.682	10.660
Vishakhapatnam	■	482	109	4.152	4.619	10.903	3.219	88,592	66,607	15.205	7.873
Paradip	■	376	401	5.018	5.155	13.198	12.800	-	-	18.235	18.186
Haldia	■	334	16	1.860	0.855	2.908	1.004	39,874	28,626	4.768	1.896
Kolkata	■	27	42	0.259	0.011	-	0.133	158,371	-	0.343	0.162
Gangavaram	■	69	47	-	-	5.446	3.526	-	-	5.446	3.526
Pipavav	■	106	88	0.018	-	1.540	1.380	193,590	143,096	1.560	1.381
Mundra	■	327	263	5.367	5.920	14.304	11.900	646,710	447,840	19.863	17.837
Dahej	■	159	117	5.397	4.813	3.680	2.174	-	-	9.099	7.125
Hazira	■	66	31	0.332	1.103	0.979	0.621	19,747	13,097	1.311	1.727
Navlakhi	■	30	21	-	-	-	1.034	-	-	-	1.034
Kakinada	■	106	239	0.292	0.443	1.449	3.624	-	-	2.068	4.067
Total Vessel Calls at all ports		4,075	3,394	42.216	46.272	78.151	69.152	3,359,452	2,353,140	122.74	116.854

■ Major Port ■ Non-Major Port

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

In Focus



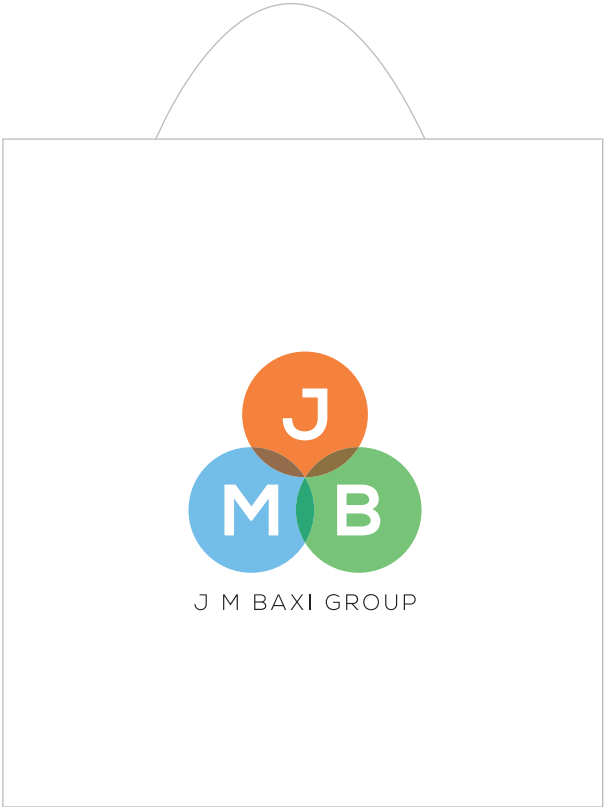
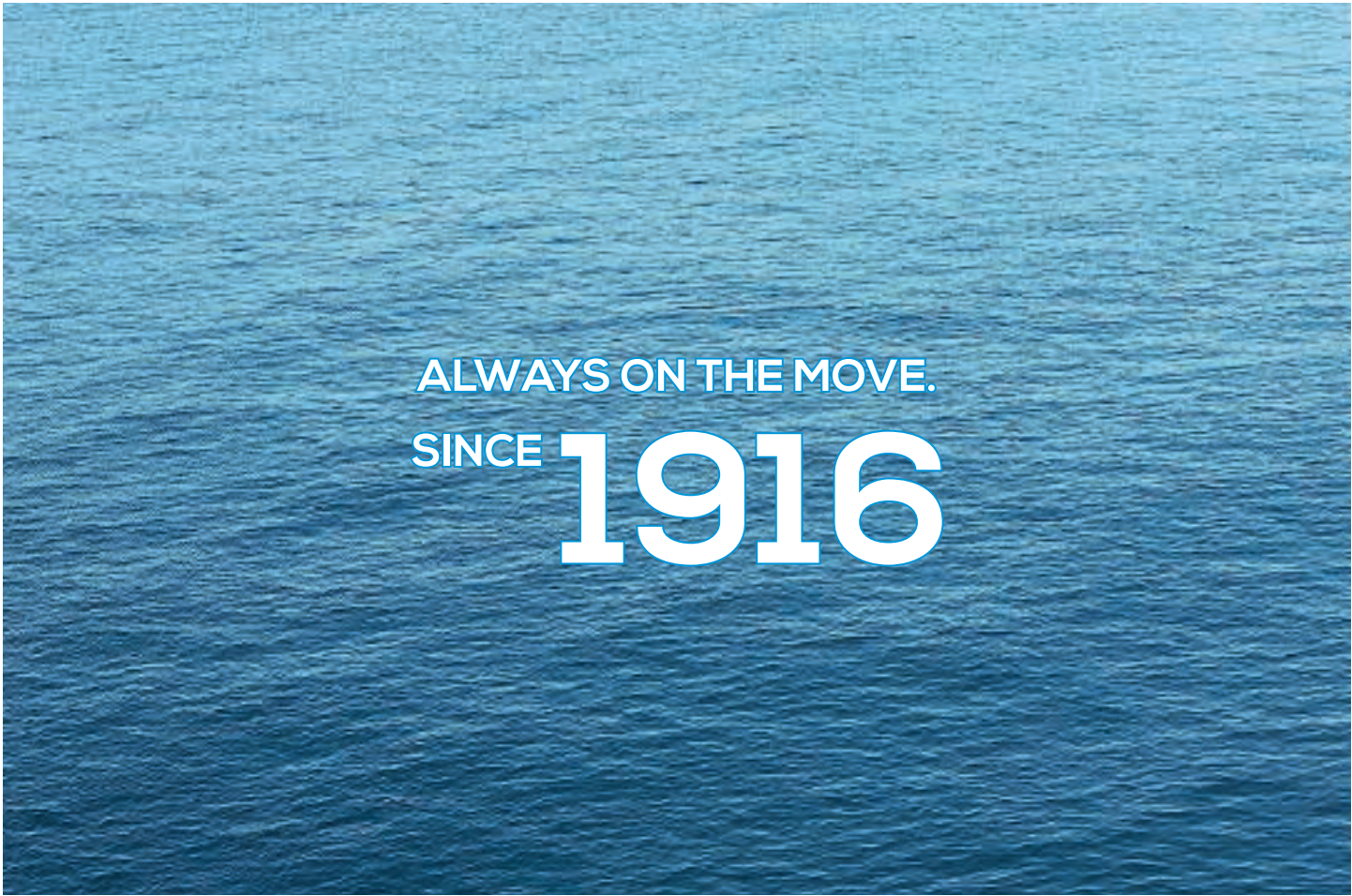
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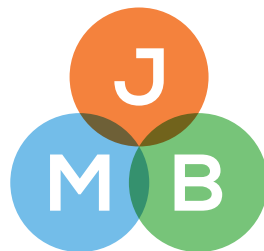
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