J. M. BAXI GROUP

TIDINGS

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J. M. BAXI GROUP
TIDINGS

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COVER PAGE:
A GLIMPSE OF THE PAST

* All maps are for representation purpose only

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From the
Quarter Deck

Dear Friends,
We are celebrating 100 years of our existence. It is, indeed, a milestone, which we realise is not one that many are privileged to reach. We, therefore, treasure even more such a unique legacy, a unique inheritance. And let me at the outset emphasise that it is because of all our colleagues, principals and customers that 100 years of J. M. Baxi & Co. has been possible. The trust that you have reposed in us has enabled us to be committed and driven by integrity.

The three values that we have had as our cornerstones for 100 years have been integrity, trust and dedication and they have been like a torch lighting our path.

On this occasion,we want to look back in time and imagine the formation of J. M. Baxi & Co. India then was colonised and the British ruled India. Delhi was still under construction. India's first ship, S.S. Loyalty, was yet to arrive. The British Agency companies had a vice-like monopoly, of course, in Mumbai, Chennai and Kolkata, also in Karachi and Chittagong. The ports in Gujarat were too far away for the Sahibs of Mumbai and thus started the saga of J. M. Baxi & Co. I am sure that those were lonely and challenging times. I guess a few things that shipping does inculcate in one are the principles of trade and shipping, the first being one's word being one's bond. The second principal law of the seas is that, irrespective of the cost, you have to reach out to assist your fellow seafarers in times of peril and the third rule one quickly learns is that even if one faces high seas and heavy waves, one must endure them with alertness and equanimity in the knowledge that a good captain will find a safe harbour and safety soon.

I am sure that my forefathers would have followed such a path, which we are proud to say is our heritage.

Our history and India's tryst with destiny have followed a path together. We have seen the economy suffer from shortages when India had to import large quantities of grain through the ship-to-mouth existence programme. When India produced 50,000 vehicles in a year. When ships had to wait 60 days for a berth.

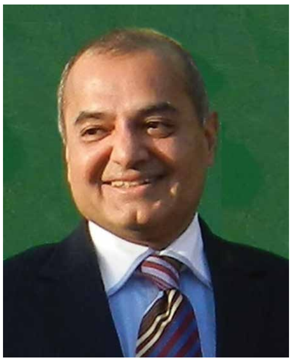
We have made our mistakes, as also we have got things right. Whenever we made mistakes, we have learnt from them and whenever we got things right, we have tried to grow along the right path.

As a group of companies, we have stayed true to our course with our three verticals of services, logistics and infrastructure.

Beginning our second century, we feel indeed privileged and thankful that we are in India and that we have a dynamic and inspired leadership and government.

Within the framework of the Sagarmala concept as well as the port-led developmental framework, we as a group have taken a bold initiative with our sea terminals dotting both the west coast of India and the east coast of India at Kandla, Jamnagar, Vizag, Paradip and Haldia,and also our off-dock and inland container and cargo terminals and logistics parks at NhavaSheva and Vizag. We are, therefore, establishing a 2 million TEU capacity and a 20 million tonne clean-bulk and break-bulk handling capacity.

Dear friends, we are here because of you. This is not our year but your year. It is all about you. You have given us an opportunity to serve you for the last several years and decades. All of you and each and everyone of you have held our hands in friendship and support. We look forwards to our relationship growing closer and



prospering.

For any company, its major asset is its human capital. Let me share with you my appreciation, as well as yours, for each and every employee of our organisation and their families for

being an integral and inseparable part of the J. M. Baxi Journey.

In February Ms. Christine Lagarde, Managing Director of IMF, was on a trip to India and in her assessment India remains a growing economy and she opined that India is one of the very few bright spots in an otherwise slowing world economy.

The Government of India is holding the Maritime India Summit 2016 in Mumbai from 14th - 16th April where several nationalities from various maritime activities are going to participate. Several of our leading principals and partners as well as us are going to pariticipate. We look forward to telling you more about it in the next issue.

Almost all eyes are increasingly set on the monsoons which play a significant role on our agriculture and therefore rural economic conditions. A good monsoon can easily add 2 % to our GDP growth. After 3 years of indifferent monsoons it is hoped that the tide turns.

Till the next quarter ■

Krishna B. Kotak
Chairman - J M BAXI GROUP

1947–1970: Dawn Of Freedom And A New Beginning

The first two decades of India's independence were a momentous period in the evolution of J M BAXI GROUP, as a second generation of the Kotak family took charge of the business, overseeing the group as it spread its wings to newer ports and new business horizons to emerge as one of the earliest diversified logistics groups in the country. In this second part of our series, we take you through some of the key milestones of this momentous transformation.

At the stroke of the midnight hour on 15 August 1947, India's first prime minister, Jawaharlal Nehru, announced a new chapter in the history of India: "India will awake to life and freedom. A moment comes, which comes but rarely in history, when we step out from the old to the new." This exciting post-independence era, with its promise of new possibilities and opportunities for the nation, also marked a transformative phase in the evolution of J M BAXI GROUP.

During this tumultuous time, J M BAXI GROUP was involved in independent India's grand economic initiatives, such as the development of India's ports and port infrastructure, the tackling of the food grain crisis followed subsequently by the advent of the Green Revolution, addressing the burgeoning trade in tea, iron ore and other commodities and the harnessing of the Indo-Soviet barter trade relationship. In some of these, J M BAXI GROUP even contributed a few small but significant footnotes to the ongoing narrative of India's maritime and logistics history!

Port Agency To Freight Brokerage

In keeping with the spirit of the times, the Kotak family had commenced on a path of sustained growth and the development of its varied business interests. It was thus, that M/s N. Jamnadas & Co., a cargo broking and passenger services company with the Mogul Lines, was incorporated into the J.M. Baxi fold, as a running partnership between the Kotak family and Mr Nemichand Jamnadas.

During this time N. Jamnadas & Co. had virtually become the outsourcing arm for passenger and freight cargo bookings for the Mogul Lines (a well-known shipping line with regular sailings to the Persian Gulf and Red Sea). The Middle East destinations then were relatively underdeveloped and aviation links were few and far between. Most migrant Indian workers travelled to Middle East destinations on the passenger ship services run by Mogul Lines and passenger bookings made by N.Jamnadas. Similarly, cargo and freight were booked by N.Jamnadas as house brokers for Mogul Lines. All this was done from a small office inside the Turner Morrison Building (which also housed Mogul Lines) on Bank Street in Bombay, which was a premier business district in the city. Later, J M BAXI GROUP would move into somewhat comparatively spacious premises in the basement floor of the same building. This office continues to exist to date and has been a witness to many key milestones in the evolution of the group.

Interestingly enough, this partnership with N. Jamnadas paved the way for yet another tripartite business venture, when the Travel Corporation of India (TCI), one of India's premier travel agencies, was formed in 1961, as a joint venture between three professional logistics companies of the time, viz Jeena & Co. owned by the Katgaras, Lee & Muirhead owned by the Parikh family, and N. Jamnadas & Co. owned by the Kotak family. Apart from its core interests in travel and outward and inward tours, TCI also owned and operated several hotels. It quickly rose to become a market leader in the travel segment, following which it was later acquired by Thomas Cook in 2006.

TCI

The ULA Acquisition

The notable highlights of this tumultuous time also included the acquisition of United Liner Agency (ULA). As if to symbolise the very essence of India's independence, the Kotak family acquired ULA

As time
Unfolds

of India from its three erstwhile Scandinavian owners (Fast Asiatic, Brastomand and Wilh Wilhelmsen). ULA, a liner shipping company, was in the business of providing agency services to the Waterman Steamship Corporation, which owned LASH vessels and LASH barges. The acquisition was noteworthy for two important reasons. Firstly, it was at a time when India's regulatory framework actually tended to frown upon such a radical private-sector initiative. Secondly, the acquisition was noteworthy because ULA would eventually become, many decades later, a primary launch vehicle for J M BAXI GROUP to venture into port infrastructure and operations (a story which we will dwell on in our succeeding newsletter editions). Meanwhile, the irony of the acquisition from foreign owners was not lost to anybody, since ULA itself was incorporated in the very year that India achieved independence from British rule in 1947.

PL 480 Grain Shipment

Pioneering Grain Lighterage

The post-independence era saw J M BAXI GROUP's mettle and its evolution as full-fledged port agents and stevedores offering highly innovative solutions and taking bold business initiatives. During the 1950s and 1960s, India had to resort to large-scale food grain imports to meet the severe shortfall in domestic food production caused by famines and the vagaries of the weather. In fact, India's annual budget was somewhat derisively described as a 'gamble on the monsoons'. A key turning point here came when in 1954 the US Congress passed the Agricultural Trade Development & Assistance Act, widely known as Public Law (PL) 480, by which the US government started shipping food grains to India.

The grain shipments were exclusively brought by US flag ships, as mandated by the US government and were to be received at various designated ports, a good number of them actually calling at Kandla and other smaller ports off the west coast of India. However, as alongside draft conditions at several of these smaller ports were not suited for the discharge of cargo from large bulkers, grain-handling called for extensive grain lighterage through barging operations at the anchorages, which made the handling of food grains difficult and challenging given the shortage of suitable barges. The situation called for bold solutions and innovative approaches.

Thus, when a PL-480 shipment of wheat arrived in India, J. M. Baxi & Co. would quickly mobilise a convoy of suitable barges and tugboats for lightering the grains from mother vessels, and achieve timely vessel turnaround through its smooth handling of the entire unloading operation. It was to the credit of J. M. Baxi & Co. that it sailed ahead of the competition at that time, with its pioneering initiatives in mechanised bulk-cargo-handling equipment, such as deploying a number of imported vacuator machines for unloading the grain cargo from ship holds into waiting empty barges.

Finding the barges as and when they were needed was no easy task and called for skills in logistics coordination for offloading the grain from the vessels and for ensuring quick vessel turnarounds and the timely onward movement of the grain by rail to distant locations. It was a highly demanding and critical situation, considering that there was a national food emergency and food grain imports from the US were a critical lifeline, in what was then referred to as a ship-to-mouth situation.

Enter Barge Operations

The hard and bitter experience gained in the course of grain lighterage

As time
Unfolds

PL 480 Grain Shipment

operations made it clear that a fleet of port craft (such as barges, tugs and pontoons), however small, was an essential ingredient of being in the port services business. This realisation led J M BAXI GROUP to later acquire a barge fleet, and a number of barges (both dumb and self-propelled ones) were added in the subsequent years. With the initial acquisition of MS Bhadravati (3,000 tonnes) and a tanker ship MT Aquarius (1,000 tonnes), J M BAXI GROUP launched itself into barging, which also helped in grain-handling operations. Later in 1973, three more self-propelled barges were acquired of 600–700 tonne capacity, namely MB Pankaj Sagar, MB Tarini and MB Suranandini. The valuable experience gained over the years through barge operations was instrumental in the further diversification of J. M. Baxi's business, especially for project cargo-handling and offshore logistics operations in the subsequent decades.

The formation of SCI

The need for a large publicly owned national shipping carrier that would eventually consolidate the smaller fragments of Indian shipping had been felt since long. Despite the efforts of several Indian ship owners to develop an indigenous shipping capacity in the private sector, the overall share of the Indian shipping fleet – for both the overseas trade and coastal trade – was abysmally low, as economies of scale favoured large overseas companies. The smaller fleets of Indian owners were no match for the giant overseas shipping companies that effectively controlled the sea trade by their sheer size and market dominance.

The beginning of the 1960s thus saw the formation of independent India's first nationally owned shipping company – The Shipping Corporation of India (SCI) on 2 October 1961, with the amalgamation of Eastern Shipping Corporation and Western Shipping Corporation. Two more private shipping companies, Jayanti Shipping Company and Mogul Lines Ltd (for which J. M. Baxi & Co. had been agents) were merged into SCI in 1973 and 1986, respectively. As the preferred national carrier, SCI had near total control of all government cargoes, including for the major Public Sector Undertakings (PSUs) and the state trading agencies such as the Food Corporation of India (FCI),State Trading Corporation (STC), the Minerals and Metals Trading Corporation (MMTC) and others. The canalisation of the export/import trade (EXIM) through the state agencies and the cargo reservation policy favouring SCI ensured that a good part of the freight volume was handled by Indian shipping tonnage under SCI.

As one of the most experienced and well-established shipping and port agents (especially in Mumbai, Kandla and on the Gujarat coast), J.M. Baxi & Co. was actively involved with SCI from its very inception, as its port and owner's protection agent (OPA) in a large number of Indian ports, particularly highlighted by its formidable presence at Kandla Port. In fact, Kandla Port acted as the gateway for the north-western and northern cargo hinterlands and as the hub of India's agricultural commodities trade. The SCI ships were handled through J. M. Baxi offices, either fully owned or leased, at all port locations. It is the unique business legacy of J M BAXI GROUP that we continue to be associated in various capacities with SCI, which is the single largest shipping entity in India.

New Ports In The Offing

The post-independence period, following the partition of the country, saw the loss of two important ports: Karachi, which became part of the then West Pakistan, and Chittagong

As time
Unfolds

in the east, which became part of the then East Pakistan (now Bangladesh). The adoption of a republican constitution in 1950 and the federal reorganisation of the Indian states in 1956 further gave an impetus for the development of new ports in the littoral states.

This period saw the transformation of the port of Kandla in 1955 in the state of Gujarat (where J M BAXI GROUP had a major presence) into a full-fledged major port. An interesting and perhaps overlooked historical footnote was when the ruler of Kutch in Gujarat magnanimously provided a huge area of land to the Indian Government for the creation and development of Kandla Port, and also aided the resettlement of refugees who had come over from Sindh province in West Pakistan.

Tea Express

Kandla port has another interesting historical footnote that particularly highlights J M BAXI GROUP's innovative approach to finding out-of-the-box solutions. The port of Calcutta (as it was known then) was badly affected in the 1960s by the turmoil and turbulence of a home-grown communist insurgency known as the Naxalbari Movement. The origin of the movement was particularly felt in the tea gardens of North Bengal and Assam in the mid-1960s and tea exports from the region stalled. Export operations by road and sea through the port of Calcutta had come to a complete standstill and inventories had started building up. The tea exporters of Calcutta were desperately looking for an early solution to the crisis. When J. M. Baxi & Co. (which had a presence at Calcutta Port) was approached, it came up with a unique proposal, urging the tea exporters to consider moving their tea shipments temporarily from the west coast ports of Kandla and Mumbai, instead of from Calcutta.

The proposal was to move the tea consignments overland by rail to the ports of Kandla and Mumbai and then load them on to ships, thereby making the entire operation relatively more efficient and cost effective. While the tea trade initially reacted with disbelief and doubted the viability of moving tea boxes by rail over thousands of kilometres to be discharged through west coast ports, eventually it saw reason and the logic behind this new and radical proposal.

Most of the tea consignments at that time were heading to the UK and the rest of Continent and this innovative solution provided an effective alternative and, under the circumstances, perhaps a more efficient connection to the trade destinations in the European continent. Once the logic fully sank in, J. M. Baxi & Co. started a service for moving tea consignments by rail and loading them onto westbound ships from Kandla and Mumbai ports. After a few trial shipments, it eventually became the norm to seek a land bridge for cargoes that originated in the eastern parts but were headed west and it was a win–win situation for Kandla Port, the Indian railways and for the tea trade, as well.

Another important historical development of this period was the liberation of Goa and other strips of land on the west coast (Daman and Diu, Maheetc) from under Portuguese control. Goa thus came to be directly administered by the Indian Government and the port of Mormugao became highly important, especially for the export of iron ore, which was one of India's major export commodities. J M BAXI GROUP forayed into Goa, initially as SCI's agents and later came to meet the shipping needs of the iron ore trade in Goa – striking at the right time and at the right place – in tandem with the positioning of Mormugao Port as a new major port on the west coast. The carving out of Karnataka State from the old Madras Presidency presaged the need for a port in Karnataka. The Mangalore Harbour Project was started in 1962 and completed in May 1974. The New Mangalore Port became the 9th Major Port on 4 May 1974 and was formally inaugurated by the Prime Minister of India, Mrs Indira Gandhi.

It was not only on the west coast that the newly independent Republic of India was focusing. In the eastern sector too, major developments were taking place. In 1966, the port of Paradip was commissioned in Odisha by the Government of India. J M BAXI GROUP had already identified Paradip as a major prospect and it was no coincidence that Shri Bhagwanbhai was invited to be one of the first trustees of the newly formed Paradip Port. The J M BAXI GROUP's affiliation with Paradip Port continues till date when a "Build-Operate-Transfer (BOT) Project was recently awarded to one of the J M BAXI GROUP Companies for handling clean cargo including containers.

Bonhomie With Indo-Soviet Trade

During the 1960s and 1970s, India was particularly heavily influenced by socialist ideology in general and by the USSR (as it was then) in particular. The nodal shipping entity for the USSR at the time was SOVFRACHT. J M BAXI GROUP sought to build a close rapport with it for the bilateral shipping and commodity trade between India and the Soviet Union. The Kotak family frequently visited Moscow and other parts of Eastern Europe, which led to J M BAXI GROUP being appointed as SOVFRACHT's exclusive stevedoring and shipping agent in Kandla Port. As shipping agents, J. M. Baxi & Co. handled a large volume of Indo-Soviet trade through Kandla Port, which was followed up by appointments as stevedoring and shipping agents at many other ports in India for companies in East European countries, such as Czech Ocean Shipping, Maritime Navigation Bulgar and Deutschefracht ■

(to be continued in issue XIV)

Agency & Services

Cmtindia.com

Container Movement (Bombay) Transport Pvt. Ltd. (CMT), a J M BAXI GROUP company, is the marketing agent for the Shipping Corporation of India Ltd. (SCI). The Company has a vision: *All customers must have real-time data at their finger tips at all times.*

With this mission, the CMT team initially designed a website to provide in-depth information about its four services: *ISE, IPAK,INDFEX, Smile Gulf and Smile Coastal*. It went online within three short months from conceptualization.

Features Include:

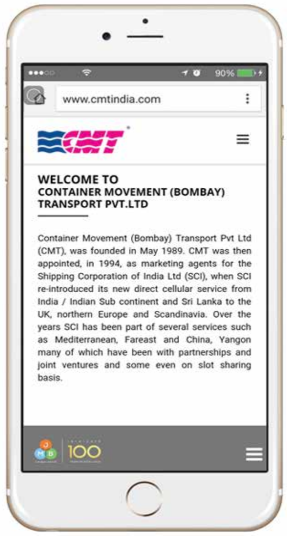
- Export onboard
- Status of containers
- Sailing schedules
- Transit times
- Various tariffs and charges
- Exim formats and forms
- Foreign exchange rates
- Contact details of key people

The data for Online Access is continuously monitored and updated with the latest information available. To maintain its 99% accuracy and real-time access, people have been identified and assigned roles to update specific data items constantly. Another aim the team undertook, the user needs to make minimum number of clicks to access any piece of information with ease.

Information was sent to all clients about the launch of Online Access of data along with a request for feedback. Based on the immense amount of constructive feedback received, we amended and added features to enhance the accessibility and ease of use. We have a very high rate of adoption by our clients, who now no longer need to call our customer service for every little piece of information they need.

In an extremely short time, the number of page loads has reached almost 3,500 per week and this is continuously increasing with each week. Last week we registered in excess of 5500 hits in total.

In Phase 2, which is our next leap, we will give customers the option of printing bills of landing online and making payments through RTGS/NEFT



	1 - 7 Feb 2016	8 - 14 Feb 2016	15 - 21 Feb 2016	22 - 29 Feb 2016	1 - 6 March 2016	7 - 13 March 2016	14 - 20 March 2016	21 - 27 March 2016	28 - 3 April 2016
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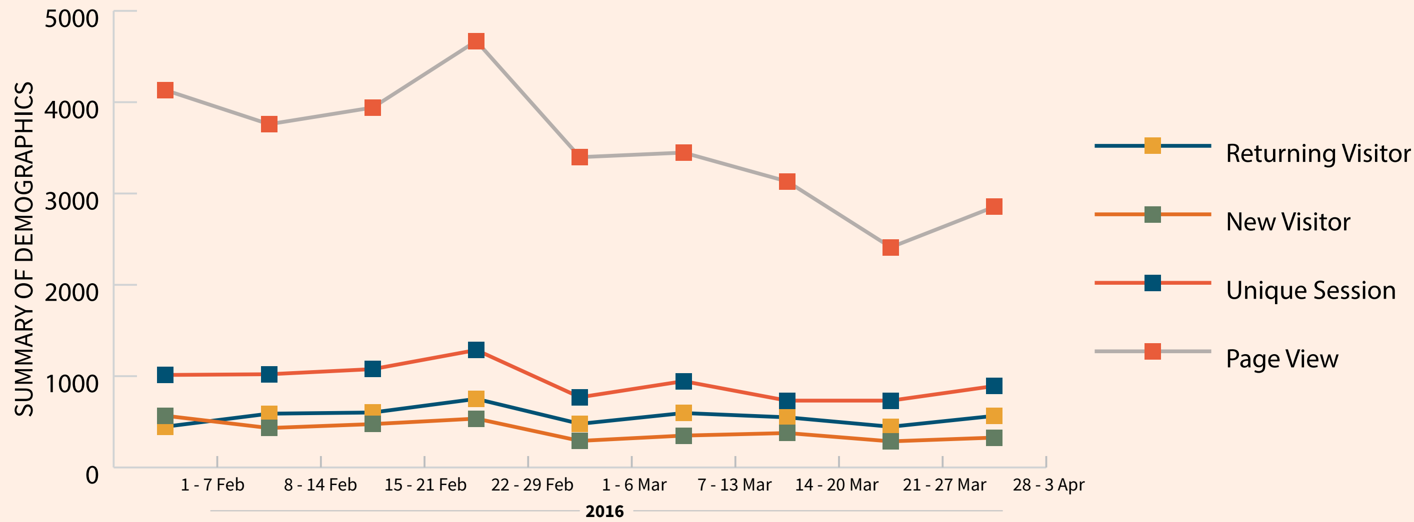
Returning Visitor	447	589	602	751	478	596	549	446	565



In Conversation

Coal-A Different Perspective

Q: What is the current state of coal as a source of power in India?

Ans: Coal is the most important and abundant fossil fuel in India. Coal based power plants account for 60% of the country's total installed capacity of 288 GW as on February 29, 2016. India is the world's third largest producer of coal. It produced about 565.64 million-tons coal in the year 2013-14 compared to 556.41 million-tons in the year 2012-13. India has 301.56 billion-tons coal reserves (Ministry of coal, Annual report 2013-14).

The demand for coal is increasing at 5-7% per annum. Given constraints in domestic supply, India has seen a steady increase in coal imports in recent years.

Q: What is the demand for coal for thermal power plants during the next 20 years?

Ans: According to World Energy Outlook 2013, coal demand from the Indian power sector is expected grow at a CAGR of 3.1% to touch 972 million tonnes of coal equivalent (mtce) by 2035.

Q: Does better quality of coal mean better efficiency of conversion?

Ans: Yes, the better quality of coal increases the efficiency of the plant.

Q: How important is quality of coal from the view point of power production?

Ans: Coal quality is a very important factor in power production. Indian coal has high ash content and hence a lower calorific value as compared to coal from Australia or Indonesia. This leads to lower operating efficiency in comparison to plants using imported coal.

Anoop Seth, 54, joined IL&FS in 2014 and is currently the Deputy Managing Director of IL&FS Energy Development Company Ltd. Prior to this, he has held senior positions in a number of reputable Indian and International organisations like ABN Amro Bank, Bank of America, Bechtel Corp. IDFC and Reliance Industries. His most recent appointment was with AMP Capital, an Australian Fund Manager, as Head Infrastructure, Asia.

Anoop Seth holds an MMS degree from BITS Pilani, with a major in Finance.

Q: Is thermal power the cheapest power producing option today?

Ans: Thermal power is still the cheapest and most reliable source of power production in India. We have 192 GW of installed thermal based power plants (coal, gas, diesel) out of total 276 GW of installed capacity.

Q: The circumstances and background for selecting TN and Cuddalore in India for the ITPCL Power Plant?

Ans. The state of Tamil Nadu presents several locational advantages for an imported coal based power plant. Also, southern states have peak power deficit in the range of 3 - 4 % and offer attractive power offtake opportunities.

Q: The future of ITPCL – does it plan to build more plants etc?

Ans. Yes, ITPCL plans to enhance its capacity at the existing location to 4,000 MW in stages.

Q: What do you think thermal power producers should do to protect the environment from the polluting effects of power plants?

Ans. In India, government has been tightening the emission regulations steadily. Currently, thermal power producers are opting to build power plants on supercritical technology, as they have higher efficiency and use less coal which would result in lower emissions.

There is also a trend to install FGD units (Flue Gas Desulphurisation) which arrest harmful emissions.

Q: How is ITPCL tackling the challenge?

Ans. ITPCL is installing a FGD Unit for its existing units in line with Government guidelines.

Q: Which alternative source of energy is the biggest competitor of coal for producing power in India?

Ans. Presently, Government of India has a major focus on renewable sources of energy and has set up an ambitious target of building 1,00,000 MW of solar power plants by year 2022. In the recent bids for setting up solar power plants in India, the tariffs/ cost of generation of solar power plants have virtually reached parity with thermal power plants.

Hence with a lower gestation period, comparable cost of generation and no environmental pollution, solar energy could emerge as a major competitor for coal based power in India ■

Logistics

Multimodal Transportation To IOCL Barauni

We started 2016 with a multimodal project for IOCL Barauni and CPCL Chennai. The movement of two coke drums (34.9 × 7.99 × 8.175 m, each weighing 308.2 MT) for IOCL Baruani and one reactor (37.35 × 4.8 × 4.5 m, weighing 336 MT) for CPCL Chennai commenced at the end of 2015. All three ODCs were rolled onto a barge CM-64 at Adani port in Dahej on 12 December 2015. After the completion of the sea fastening of the ODC packages, the barge sailed from Dahej on 13 December 2015 and reached JNPT safely on 15 December 2015. Once MV Prima Dora berthed at the shallow berth of JNPT, our barge came alongside and loaded all the packages onto it. The vessel then sailed to Chennai port and the CPCL package (one ODC) was safely delivered on site on 27 December 2015 with the help of a suitable combination of 22 hydraulic axles.

After the safe delivery of the CPCL package, MV Prima Dora sailed to Haldia to deliver the two coke drums to the Baruani site. Two barges, Nalanda II and Tidal Waves 1, berthed alongside the vessel at Haldia port and the coke drums were loaded onto them for coastal movement to Semaria Ghat.

IWAI permission was given for the movement of the two barges through the inland waterways. Tidal Waves I and Nalanda II reached Semaria Ghat on 17 January 2016 and 23 January 2016, respectively. The packages were then rolled off at Semaria Ghat for road transportation to IOCL Barauni. The safe and timely delivery was achieved using a combination of 16+1/2 hydraulic axles for each package.

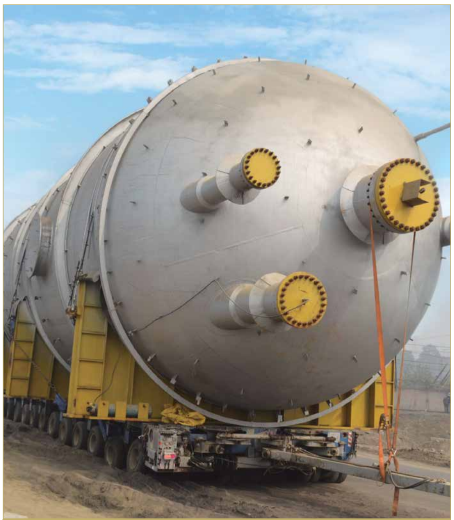
The overall project for the three ODC packages was challenging but executed perfectly with efficient planning by the team. The biggest challenge in the project was the barging operation in the low depth of the Ganga River. Coordinated efforts were made by all the team members and a team of technical personnel. A sufficient number of crew members was maintained at Barauni, Bihar, three months prior to the movement of the packages to ensure that all the legal permissions were received well in advance of the transportation and jetty construction.

The barging operation was performed through national water way 1 and is in line with present governments thrust for maximising utilization of water ways in India ■

BARGING OF COKE DRUM

MOVEMENT OF COKE DRUM AT BARAUNI

ROLL 'ON' OF HCGO REACTOR AT DAHEJ



MOVEMENT OF COKE DRUM AT DAHEJ

Logistics

Roll-On Roll-Off

Every roll-on roll-off operation is unique, depending on lots of internal and external factors like the time of day, tides, the gradient of the terrain, the stability of the barge to name a few.

Thus, the precision required in ro-ro operations involves close monitoring and control.

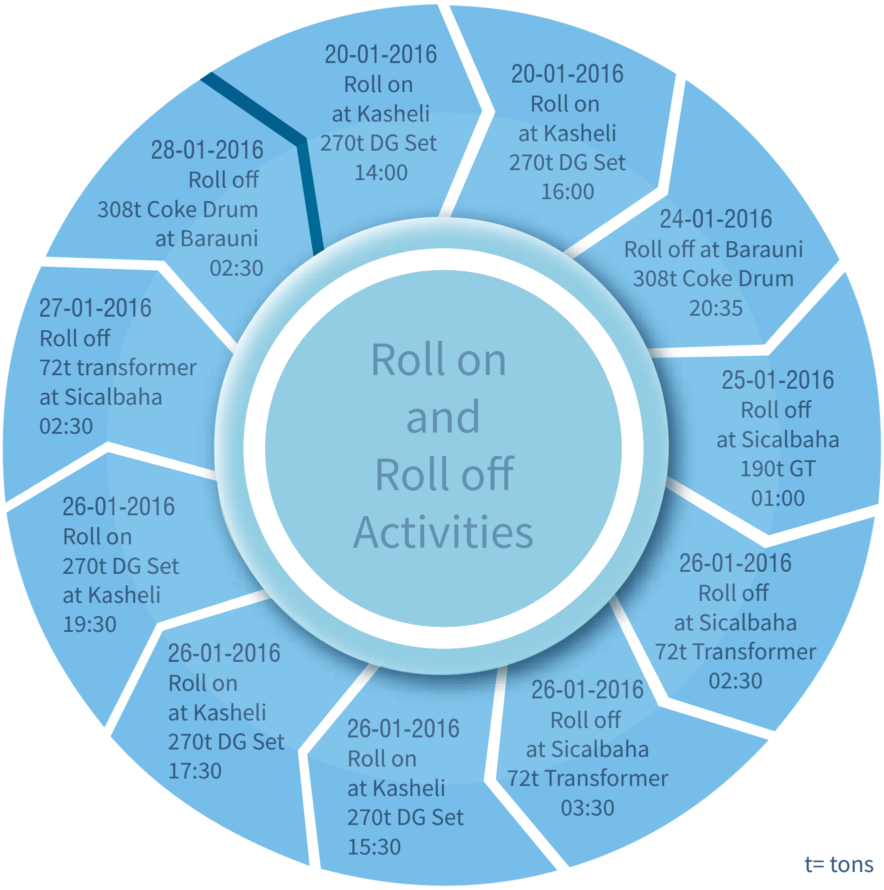
BOXCO Logistics India Pvt. Ltd. (BLIP) faced a dilemma during the last week of January 2016 when carrying out simultaneous ro-ro operations at three sites in the Indian subcontinent, as it was impossible for our in-house expert to be physically present at all the locations at the same time. BLIP overcame this challenge using sophisticated technology for constantly monitoring and sending instructions from a central location.

A control centre was established in Mumbai, and the operations staff in charge at the sites went there for monitoring. Detailed discussions and planning followed using teleconferencing with those in charge at each site, who provided minute-by-minute execution plans and the details required by head office for monitoring and controlling the operation.

Each site required a different set of techniques, operational and logistics capabilities and human resources. Using the best workforce coupled with their in-depth knowledge, experience and commitment to succeed, the people controlling the project from the control centre ensured the projects were highly successful ■


Transformers on barge at Sicalbaha


DG sets loaded on vessel at MBPT



t= tons

Some of the highlights of the activities:

- We ensured that the back-end planning for the equipment, teams and statutory permissions was done in advance.
- We transmitted minute-by-minute photographs of the operations to allow the control centre to oversee the locations.
- We took immediate action, like ballasting or deballasting the barges to maintain their height, and giving instructions to make the operations run smoothly and efficiently.
- Planning, controlling, coordinating, staffing and directing the entire operations were done centrally.

Infrastructure

Signing of Concession Agreement For Kandla International Container Terminal

The Concession Agreement for development, operation and maintenance of Container Terminal at Berth Nos. 11 and 12 at Kandla Port was signed, by Kandla Port Trust and Kandla International Container Terminal Pvt. Ltd. in, Gandhidham, wherein Shri. Ravi Parmar, IAS, Chairman-KPT, Shri. Alok Singh, IRS, Dy. Chairman and Shri. Krishna B. Kotak, Chairman and Shri. Dhruv K Kotak, Joint Managing Director of J M BAXI GROUP of Companies did the honours.

The berth will have a draft of 13 meters handling up to 65000-75000 DWT vessels. With a length of 545 metres and a handling capacity of 6 lakh TEUs per annum, the berths will be equipped with 4 rail mounted quay cranes, 8 RTG cranes, 4 reach stackers and 24 tractor trailers. The terminal will have a backup area of 18.74 hectares.

The existing railway siding No.12 will be the dedicated railway corridor to the container terminal, attracting rail-borne cargo

Infrastructure

Breaking Ground At Paradip International Cargo Terminal

The project has achieved financial closure and all the other prerequisites have been fulfilled.

The detailed project report is ready. Project work has already been initiated and work on the site commenced on 17 February 2016 after conducting Bhumi Pujan. Site grading, land filling and compacting are presently underway.

Approximately 176,000 cum of material will be used for land filling the yard and the railway sidings. The initial landfill work is expected to be completed by April 2016. Paradip Port Trust has commenced dredging in the basin to take it to a depth of 17.1 m, which allows it to handle post-Panamax vessels. Other works, like construction of the jetty and railway yard, will be commenced shortly

Infrastructure

HICT Achieving Highest Records

HICT team felicitated by ASIC

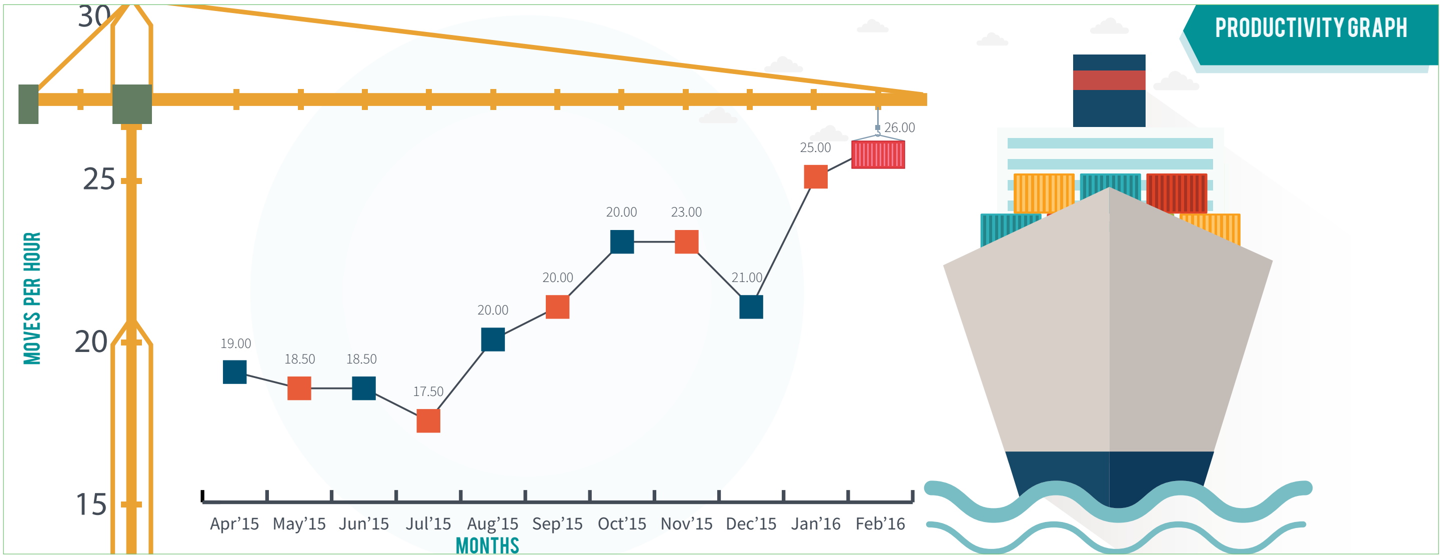
Haldia International Container Terminal

From its very inception, the primary focus of HICT has been to achieve the highest possible customer satisfaction through enhanced productivity. To realise this, immaculate planning in tandem with upgrading equipment and training of personnel was initiated. The result was a near linear growth in the average number of moves per hour by the rail mounted quay cranes. In less than a year, Team HICT has been able to scale up overall productivity by a phenomenal 36.84%.

HICT handled its first full rake of 90 x 20's for Maersk Line in September 2015 in a record time of just 2 hours with the relentless efforts of the operation team and the support of HDC. This enabled HICT to open up the option for rail connectivity.

Records were made and broken in the shortest time possible and all this was achieved without compromising on safety standards. New benchmarks in safety were created and strictly followed. The bar for customer satisfaction was raised every single day by ensuring a continuous reduction in berthing, operation and vessel turnaround times. This not only showcased the operational capabilities, but, also bore testament to the achievement-driven attitude of the team.

No wonder then that, the Association of Shipping Interests in Calcutta (ASIC) which is the nodal agency of various foreign and Indian shipping companies working in eastern ports of Kolkata and Haldia felicitated the HICT Team recently for its efforts in bringing about a paradigm shift in the way containers are handled at Haldia ■



We Connect

(Alphabetical order): *Mr Ajay K. Sahoo, Mr Ajay Tolani, Mr Ajoy Kumar Behera, Mr Andrew Lin, Mr Andrew Pickering, Mr Anuraag Bhatnagar, Mr Anwar Hussain Shaik, Mr Arunabha Sen, Mr Ashok Kr Sinha, Mr Ashok Sharma, Mr Atsuo Asano, Mr Atul Laul, Capt. B. Chakraborty, Mr Babu Pullan, Mr Bharat Joshi, Mr Chang Seob Son, Dr. Chaudhary, Mr Chris Lee, Mr Christian Andersen, Mr D. P. Singh, Mr Deepak Yadav, Mr Dhruv Kotak, Mr Edward Goldenstein, Mr Frank Teeuwen, Mr Gautam Roy, Mr Gordon Kung, Mr Govind Ramanathan, Mr Gurnam Arora, Mrs H. J. Lee, Mr Hoon Park, Mr Inderjit Singh, Mr Jae Hyug Yoo, Mr James Huang, Mr Jehangir Karanjia, Mr Jeong Tae Song, Mr Joseph Coutinho, Mr K. P. Unnikrishnan, Mr Katsumi Teranishi, Mr Kazutaka Imaizumi, Mr Kenneth Aasvang, Mr Krishna B. Kotak, Mr Kunal Aggarwal, Mr Kwanghee Lee, Mrs M. S. Hwang, Mr Manoj Arora, Mr Mark D'sa, Mr Masli Mulia, Mrs Mi Jeon Kim , Mr Myrko Anthonio, Capt. N. K. Sah, Mr Nagarjunudu Kilaru, Mr Om Prakash, Ms Ong Yang Guk, Mr P K Borthakur, Capt. Parmeet Bawa, Mr R M Kotresh, Mr Rajeev Mittal, Mr Rajnish Khandelwal, Mr Richard Hsu, Mr Samir Shah, Capt. Sanjiv Dhir, Mr Santosh Yadav, Mr Shigeo Asano, Capt. Sovit Chakraborty, Cdr. Sunil Dhulekar, Mr Sushil Mulchandani, Mr Tanguy Bouvy, Mr Thevarpiran, Mr Timothy Webb, Mr Tong Chong Heong, Mrs Tong Cong Heong, Mr Tony Chen, Mr Toshiaki Tanaka, Mr Toshiyuki Suzuki, Mr Udit Mittal, Mr V. Subramanian Kumar, Mr V. Adm Jaywant Korde, Mr Vijay Chhibber, Mr Vikram Bakshi, Mr Vir Kotak, Capt. Vivek Anand, Mr Yatin Wadhwana, Mr Yutaka Nakamura.*





Winner
Individual Stableford with
Double Peoria Handicap
Mr Atul Laul
Reliance Industries Ltd.

Runner Up
Individual Stableford with
Double Peoria Handicap
Mrs Mi Jeon Kim

2nd Runner Up
Individual Stableford with
Double Peoria Handicap
Mr Om Prakash

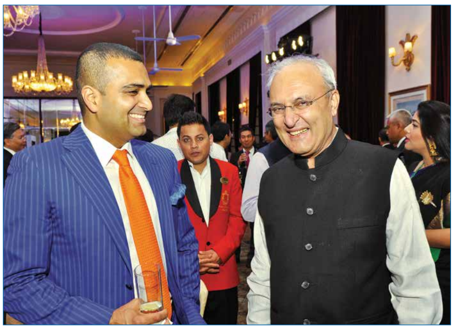
Winner
Gross Score Closest to 100
Mr Masli Mulia
Samudera Shipping

Winner
Most Enthusiastic Golfer
Mr Shigeo Asano
JFE Steel India Pvt. Ltd.

In Focus

CENTENNIAL MILESTONE

17 MARCH



EMINENT SPEAKERS

Shri Krishna B. Kotak
Chairman
J M BAXI GROUP of Companies

Mr Jiro Asakura
Chairman
Kawasaki Kaisen Kaisha Ltd., Japan

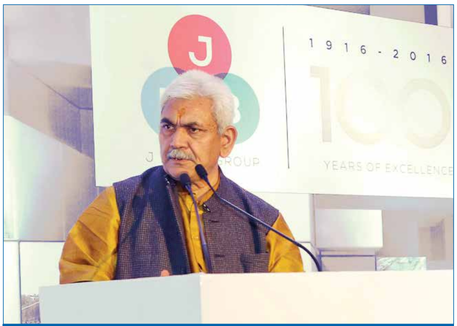
Mr Andrew Pickering
President
Stolt- Nielsen

In Focus

CELEBRATION & VISION 2016

AT THE EVENT

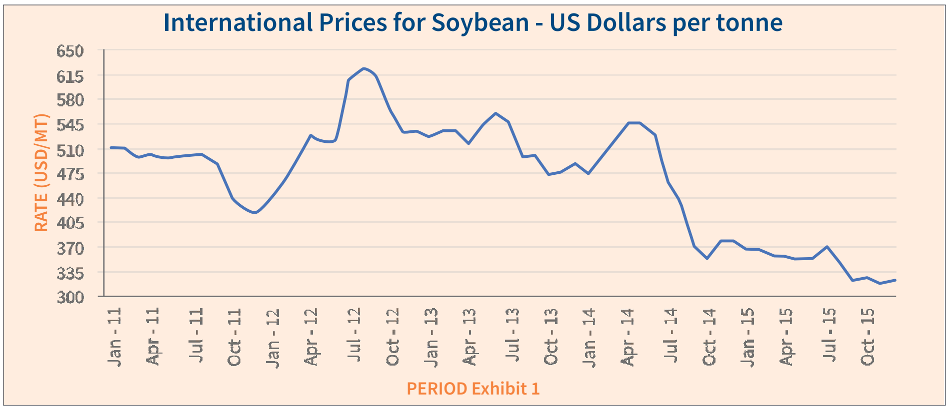
Mr Tong Chong Heong
Ex-CEO
Keppel Offshore & Marine



Shri Manoj Sinha ji
Honourable Minister of State for Railways

Shri Nitin Gadkari ji
Honourable Minister for Shipping, Road Transport & Highways

Indian Soybean Is Being Edged Out Of The International Market



Trends in Indian Soybean Production And Exports		
Market Year (Oct to Sept)	Production (1,000 MT)	Exports (1,000 MT)
2005	7,000	4,268
2006	7,690	4,143
2007	9,470	5,285
2008	9,300	3,808
2009	9,700	3,117
2010	10,100	4,800
2011	11,700	4,391
2012	12,200	4,354
2013	9,500	2,742
2014	8,700	1,072
2015	8,000	250

Globally, the demand for agri-commodities continues to expand but India has lost ground in many traditional markets to competing economies, such as Brazil, Argentina, France, Russia and Ukraine.

India is increasingly finding itself being edged out of the international market for oil meals and grains. The country's exports of oil meals from April to November 2015 reduced by 38 per cent. In the current year, the export of soybean meal is at an historic low. Exports of 55,889 tonnes were reported during the first eight months of the financial year 2015/16, compared to 250,904 tonnes in the previous year.

Is this tumble because of the global fall by almost 30–40 per cent in the prices of commodities?

Highlights

International trends have been bearish due to optimistic global ending stocks of soybean and maize. In contrast, Indian carryover stocks of soybean were low due to continuous bad weather over the past two years and a reduction in acreage due to farmers switching to other crops.

The bull rally in the physical as well as the futures market of pulses has drawn farmers to sow pulses instead of soya, which has adversely affected the acreage of soya, maize and other grains. However, below average rainfall has also hit the production of pulses in India.

The climate has been favourable in the world's largest grain and oil seed producing regions, i.e. South America, USA, Canada and the Black Sea region. Global demand was comparatively low as the major buyer China has started liquidating its reserves for consumption due to lower growth from 2015. Lower crude prices have also put pressure on biodiesel prices and lowered the margins for soybean processing.

Low production and the demand–supply gap in India's domestic market have increased prices for soybean. The fundamentals in India have been the opposite of those internationally. In the rest of world, demand was slightly low and stocks were high, but India had low production, which was not enough to cater to its own domestic demand.

A traditional exporter, India has reached the juncture where, as demanded by the starch industry, the state trading company PEC Ltd has floated the first tender for the import of 2.90 lakh tonnes of maize, with a condition that it will be 100 per cent non-genetically modified (non-GM). Additionally, a second tender for 2.40 lakh tonnes was floated last week with prices in the region of $195–200 CNF at Indian ports.

The Rabi harvest, expected from April onward, gives a short window of three months for imports to bring domestic prices down. Imports beyond March may not be allowed by the government due to the new Rabi crop arrivals in the market, since imported corn may have an adverse effect on corn farmers ■

Port Statistics

SHIPPING & CARGO PERFORMANCE

QUARTERLY UPDATES ON INDIAN MAJOR & MINOR PORTS (QTY IN MILLION TONNES)
OCTOBER - DECEMBER 2015 (IIIrd QUARTER) 2015 -2016 / OCTOBER - DECEMBER 2014 (IIIrd QUARTER) 2014 -2015 (QTY IN MT)

AGRICULTURAL PRODUCTS

	SUGAR		SOYAMEAL		WHEAT		RICE		MAIZE	
	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14
No. of Ships called	26	9	1	24	3	6	0	22	0	6
Total Cargo Handled	1.017	0.157	0.003	0.358	0.063	0.170	0.000	0.316	0.000	0.045
Inbound	0.799	0.044	0.000	0.000	0.053	0.000	0.000	0.000	0.000	0.000
Outbound	0.218	0.114	0.003	0.358	0.010	0.170	0.000	0.316	0.000	0.045

FINISHED FERTILIZERS & FERTILIZER RAW MATERIALS

	UREA		SULPHUR		ROCK PHOSPHATE		DAP		MOP	
	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14
No. of Ships called	49	41	17	15	35	41	21	16	14	23
Total Cargo Handled	2.502	1.960	0.469	0.374	1.604	1.852	0.820	0.575	0.415	0.618
Inbound	2.502	1.960	0.284	0.374	1.604	1.852	0.820	0.575	0.415	0.618
Outbound	0.000	0.000	0.184	0.000	0.000	0.000	0.000	0.000	0.000	0.000

COAL

	THERMAL COAL		COKING COAL		MET COKE		PET COKE		ANTHRACITE COAL	
	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14
No. of Ships called	223	159	133	160	9	26	33	20	7	7
Total Cargo Handled	11.969	7.976	8.572	8.340	0.258	0.771	2.112	0.675	0.120	0.158
Inbound	5.473	2.744	8.567	8.325	0.258	0.771	1.936	0.376	0.120	0.158
Outbound	6.496	5.232	0.005	0.015	0.000	0.000	0.176	0.299	0.000	0.000

STEEL & RELATED ORES

	STEEL PRODUCTS		SCRAP METAL		CHROME		MAGNESIUM ORE		IRON ORE	
	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14
No. of Ships called	143	207	9	0	1	7	1	15	48	182
Total Cargo Handled	2.967	2.223	0.217	0.000	0.002	0.068	0.002	0.294	2.911	8.369
Inbound	2.546	0.892	0.217	0.000	0.000	0.001	0.000	0.294	1.379	2.075
Outbound	0.422	1.331	0.000	0.000	0.002	0.067	0.002	0.000	1.532	6.294

INDIAN PORT PERFORMANCE - Q3 & FY 2015-16 THROUGHPUT (QTY IN METRIC TONNES)

OCTOBER - DECEMBER 2015 (IIIrd QUARTER) 2015 -2016 / OCTOBER - DECEMBER 2014 (IIIrd QUARTER) 2014 -2015 (QTY IN MT)

Ports	Types of Ports	NO. OF SHIPS		LIQUID CARGO		BULK CARGO		CONTAINERS (TEUS)		TOTAL CARGO *	
		IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14	IIIrd Qtr'15	IIIrd Qtr'14
Kandla	■	390	146	3.072	0.825	4.175	2.236	-	-	7.875	3.062
Mumbai	■	475	473	6.964	3.629	2.585	3.674	8,885	10,357	9.724	7.562
Nhava Sheva	■	124	122	1.164	1.268	0.224	0.231	1,112,020	971,238	1.391	1.499
Mormugao	■	156	107	0.264	0.256	4.793	2.636	-	-	5.281	3.045
Mangalore	■	304	284	6.363	5.813	2.165	3.281	14,738	11,707	8.549	9.099
Cochin	■	183	166	3.446	3.279	0.396	0.414	105,056	85,926	3.843	3.694
Tuticorin	■	231	191	0.423	0.509	5.451	4.681	132,405	116,615	6.240	5.268
Chennai	■	252	283	2.856	3.071	1.538	1.923	364,457	356,660	4.699	5.129
Ennore	■	202	193	1.056	0.730	6.119	6.014	-	-	7.223	6.802
Vishakhapatnam	■	117	171	0.693	1.303	2.886	4.330	75,778	68,248	3.645	5.806
Paradip	■	403	372	5.824	4.994	13.938	12.780	-	-	19.780	17.789
Haldia	■	134	333	1.042	1.725	0.883	2.877	21,326	27,430	1.925	4.617
Kolkata	■	70	30	0.307	0.012	0.067	0.099	141,094	105,602	0.391	0.148
Gangavaram	■	37	28	0.000	0.000	2.723	2.501	-	-	2.723	2.502
Pipavav	■	94	97	0.179	0.011	1.203	1.356	177,678	193,729	1.450	1.371
Mundra	■	698	288	6.240	5.977	9.996	12.000	718,700	646,184	16.240	18.005
Dahej	■	43	126	2.381	4.295	0.209	1.990	-	-	2.596	6.285
Hazira	■	43	27	0.356	0.917	0.573	0.635	74,634	29,970	0.930	1.552
Navlakhi	■	29	126	0.000	0.000	1.564	1.257	-	-	1.564	1.257
Kakinada	■	191	155	0.574	0.559	3.330	2.217	-	-	4.281	2.821
Total Vessel Calls at all ports		**4176**	**3718**	**43.204**	**39.173**	**64.818**	**67.132**	**2,946,771**	**2,623,666**	**110.350**	**107.313**

■ Major Port ■ Non-Major Port

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

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