J. M. BAXI GROUP

TIDINGS

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Newsletter Issue XIV

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TIDINGS

COVER PAGE:
A GLIMPSE OF THE PAST

* All maps are for representation purpose only

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From the
Quarter Deck

Dear Friends and Colleagues,
As we enter the second half of 2016, once again, I would like to repeat what I said in the first issue of Tidings this year that, this is the Year of the Monkey as per the Chinese zodiac. Its characteristics are being frenetic and oscillating. The last week of June has given us Brexit. Of course, it is for the specialist commentators to say and judge the merits and demerits of the leave and remain proponents but what this implies has certainly created a confused mood in the general trade and shipping world. At the same time, the world is engrossed in watching the outcome of the elections in the USA. The South American economy led by Brazil remains under stress. Due to the subdued prices of commodities, countries in Africa like Nigeria are leading an overall deflating of the Africa story. Of course, there does remain a general positive upturn in Africa. The battle against terrorism is leading to Iraq, Syria and Turkey becoming war zones and our sympathy goes out to the victims of the terrorist attack at Istanbul Airport, Bangladesh and Nice.

Continuing with recounting the global trend of ever declining freight rates, some major moves have happened in the last few months. CMA-CGM completed its takeover of NOL-APL. Hapag-Lloyd and UASC almost finalised their merger. There was the merger of COSCO and CSL. Finally, 2M is in talks with Hyundai Merchant Marine, subject to regulatory approvals.

Along with this, experts and commentators are having a field day with the debate on the fate and financial implications of the big container ships. Also, the official inauguration of the expanded Panama Canal was on 26 June.

India organized the Maritime India Summit 2016 from 14 to 16 April. It was indeed a well-attended meeting led by Prime Minister Shri Narendra Modi as well as several senior ministers from all the relevant ministries, such as for power, coal, railways, commerce, petroleum, defence, finance and home affairs. The minister of Shipping and Ports was a committed and involved host. Several port, shipping, education and technological contracts were signed, and investments were made in this sector. Various global luminaries led by the head of the IMO, Mr Kitack Lim, secretary general, participated in this event. We as stake holders and participants in the Maritime activity of India were proud at the way Shri Nitin Gadkari carried the baton. It is not often that one has been a witness to such leadership from the front.

On the policy front in India, it is expected that the general sales tax (GST) legislation should be passed by the Indian Parliament by July or August, thus making it possible to implement it by 1 April 2017. With a reduction in the multiplicity of taxes and tax collection coming under a single window, it is expected by experts and industry leaders that productivity gains and the ease of doing business should lead to an enhancement in GDP growth of at least 2 percentage points.

It has been discussed in the past that monsoons play a crucial and important role in the economic growth of India. The Indian Meteorological Department has predicted a positive monsoon. If this were to happen as well, then once again an upturn in economic growth can be realistically expected.

We continue to make steady progress in our various verticals. Both VCT and DICT achieved their highest ever throughput with VCT crossing 31,000 TEU in June and DICT crossing 5,500 TEU. At VCT CFS, the commissioning was done right on schedule and it handled its first containers on opening. At Haldia, we crossed 8,000 TEU in June and we hope to see that grow to 12,000 per month in the next few quarters. We remain on schedule to implement PICT (Paradip International Cargo Terminal) and

KICT (Kandla International Container Terminal). Within the figures of VICT Vizag one of the large chunks was the export of rice, where 3,448 TEUs consisted of rice exports. This positive trend is expected to show a robust growth. The other two sectors of export growth are pharmaceutical products and automobile exports.

It gives me immense pleasure in sharing with you some good achievement of our company Arya Communications. We bagged a very interesting contract of the Uttar Pradesh Traffic Police department in a consortium with the Mahindra Group (Mahindra Defence Systems). We will be supplying and installing a Motorola turbo system digital radio which is expected to assist the UP traffic police. The next issue will carry an article about the same.

We are halfway through our centennial year. As has been stated, the sole reason for our existence is our principals and clients. It has indeed been gratifying that in the year to date, we have not only been able to get closer to our customers but several of our initiatives and efforts have resulted in some concrete beneficial events for our principals and clients. The pages inside will share those events.

Whilst the global economic headwinds are certainly gloomy, we continue to strive forward. More than ever integrity, innovation and intelligence have to be the bedrock of our service offering to our principals and clients, even more so at the beginning of our second century of existence ■

Krishna B. Kotak
Chairman - J M BAXI GROUP

1970-2000: A Time For Take Off

By the 1970s, J M BAXI GROUP had established itself as a leading shipping agent and stevedore mainly confined within port limits.

Post the 1970s saw J M BAXI GROUP venturing beyond port limits into integrated logistics for:

1. Container trade
2. Offshore (and onshore) oil and gas
3. Total turnkey project logistics
4. High-value secure transportation
5. Specialised warehousing and storage
6. Wire less communications

and a host of other related segments not necessarily confined within port limits.

From being a purely static single-service provider as a shipping agency and stevedore, J M BAXI GROUP became a dynamic multiple-service provider in turnkey logistics during this phase of its evolution and development.

From the 1970s to 2000, J M BAXI GROUP demonstrated its ability to anticipate the shape of things to come and to adapt, change, expand and evolve accordingly. The formation of many customised companies and divisions within J M BAXI GROUP was a testimony to this unique phenomenon.

This newsletter traces the formation and development of this extraordinary journey.

United Liner Agencies

Even after India gained independence in 1947, many shipping services companies continued to operate in India. However, these companies were now facing increased competition from Indian companies, as they did not enjoy the patronage from British companies, which was the privilege they had before independence. In the face of competition, many promoters sold their company or even wound up operations.

One such company was the United Liner Agencies of India (ULA), which had Scandinavian owners and had represented many shipping companies in its heyday. However, it found the going difficult in the 1960s since the company had been incurring losses for many years. It had a strong base in Kolkata and a presence at many other ports too.

J M BAXI GROUP bought out ULA in 1971, and in a few years, ULA's performance improved remarkably and the company was once again profitable. It started representing many new principals and was one of the flagship agency companies of the group. In later years, ULA started investing in port and other infrastructure companies in India and led the foray of J M BAXI GROUP into maritime infrastructure.

Arya Offshore - A Harbinger Of Things To Come

Arya Offshore Services Pvt Ltd was established by J M BAXI GROUP in 1976 and was an outcome of J M BAXI GROUP's propensity to anticipate the future course of events.

It seemed it was the right customised company formed at the right time and in the right place to address a nascent market. This was a time when India was beginning to grapple with the travails of an oil-dependent economy in the middle of which the global price of oil suddenly shot up in just a few years to USD 33 per barrel following the Arab-Israel war and the formation of OPEC. Fortunately at home, the famous Bombay High fields were discovered in the 1970s. The formation of Arya Offshore at this time led to the company quickly notching up a series of unprecedented historical milestones in the annals of offshore oil and gas logistics and Arya Offshore was soon to become one of the flagship companies in J M BAXI GROUP

The First-Ever Captive Offshore Supply Base

In 1978, the major Indian ports were heavily congested and berthing delays of 45 to 60 days were the rule rather than the exception. At this time, Brown & Root (USA), then a behemoth in international offshore (and onshore) construction, was awarded one of India's biggest contracts to lay two submarine pipelines linking the offshore Bombay High fields to the mainland. The basic stumbling block was the lack of an exclusive staging and berthing area to support the highly specialised

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fleet of pipe-laying vessels and the supporting armada of more than 80 offshore supply cum support vessels at the height of operations. Brown & Root approached Arya Offshore and J M BAXI GROUP to provide an innovative solution and J M BAXI GROUP delivered! It successfully campaigned and obtained the rights to convert a portion of the then heavily congested Bombay Docks (known as the Ferry Wharf) to a temporarily assigned exclusive area for a period of five years as a dedicated berthing zone with complete customs, immigration and cargo-handling facilities. This remarkable first-ever achievement in the offshore upstream sector was a significant factor in bringing the much needed oil and gas to the country in a timely manner.

The First-Ever Integrated Support Services For Production-Sharing Contracts

In the 1980s, the Indian government desperately needed foreign companies to provide advanced technology (and funding) to explore, discover and bring into production offshore oil and gas reserves. Arya Offshore was the company that these foreign majors (such as Royal Dutch Shell) turned to.

Such production-sharing contracts were invariably in remote areas and the vast countrywide network of J M BAXI GROUP proved to be an invaluable asset. One historical first ever of its kind development was the conversion of the then relatively small eastern Indian airport of Bhubaneshwar in the state of Odisha into a temporary international zone. Chartered flights from abroad landed at the airport carrying foreign nationals and oil and gas cargoes for transhipment to the offshore fields. Arya Offshore supervised the entire operations, which involved the setting up of customs, immigration and ground handling facilities – again the first ever of its kind in India.

The First-Ever Integrated Supply Base

The first-ever integrated offshore supply base with a chopper (helicopter)take-off and landing site was established by J M BAXI GROUP and Arya Offshore to cater to the ONGC-Reliance-Enron consortium (later to be taken over by British Gas)when it commenced oil and gas production from the Panna-Mukta-Tapti offshore fields in the Bombay High offshore location. This integrated supply base was established by Arya Offshore in the port of Bhavnagar off the west coast of India. This was the first-ever integrated offshore supply base in India with complete berthing, warehousing, storage, modern office and radio communication facilities, cafeteria, heli-base, stevedoring, drilling mud and bulk-handling facilities.

An immensely critical part of this supply base was ensuring the trouble-free operation and maintenance of the lockgate, which was actually the lifeline of the entire operations of the consortium. Arya Offshore's responsibility was to ensure (with the help of Bhavnagar Port) that the old lock gate simply did not fail. Arya Offshore managed to trace the London-based Messrs Becker Rankine Partnership (the original designers and builders of the lock gate in the early 1960s) and with their input achieved continuous trouble-free operation until, of course, the water levels at Bhavnagar Port declined and operations were shifted post 2000 to Mumbai Port. We will cover this story in our next segment.

Foray Into Inland Container Depots

The need for inland container depots (ICDs) or dry ports became a necessity in the early 1980s in India. The Indian government was highly regulated at that time and permitted only four public sector organisations, including the Shipping Corporation of India (SCI) and the Central Warehousing Corporation (CWC), to establish and operate ICDs. SCI and CWC set up their ICDs in the cities of Bangalore (now Bengaluru) and Delhi respectively. J M BAXI GROUP was as usual in the thick of the action in both these operations. As agents to both of these organisations, the group provided the necessary logistics support in the movement of containers. As a result, J M BAXI GROUP became familiar with the entire gamut of container movement. This was to stand J M BAXI GROUP in good stead when the ICDs were later thrown open to the private sector as well and J M BAXI GROUP was one of the first to set up its own ICD. Today, ICDs are an integral part of J M BAXI GROUP's portfolio, which is a testimony to J M BAXI GROUP's capacity to adapt, innovate, create and optimise different business opportunities.

Arya Communication- Tapping Into The New Future Of Wireless Technology And Telecommunications

Even before the advent of cellular and consumer wireless telecommunications, which were to transform India's communication landscape dramatically, J M BAXI GROUP once again demonstrated its vision in anticipating the shape of things to come.

In 1988, the incorporation of Arya Communication & Electronic Services by J M BAXI GROUP was one such initiative.

This was a time when mobile telephony and cellular communications were yet to emerge in India. Arya Communication started distributing and servicing advanced technological wireless communication equipment (in association with Motorola of the USA). Hand-held two-way radios (commonly known as walkie-talkies) were then officially the preserve of the police and the defence forces. This sector was highly regulated but Arya Communication managed to find away to deal

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effectively with both the public sector and the private sector and was able to gain a highly dominant market share for the Motorola radio communication products that it distributed and serviced nationwide. Arya Communication served a large segment of the traditional police market in India, plus the paramilitary, the ports(both air and sea), oil and gas companies, the shipping industry and refineries.

Later, when cellular technology was to emerge in India, Arya Communication was again a natural leader in this sector being the right company in the right place at the right time. Arya Communication (with its range of specialised and trained system engineers) was instrumental in setting up the cellular infrastructure for Motorola and others in the metros of Mumbai, Delhi and Kolkata and followed this up with support services to many other towns and locations in India. These cellular engineers also contributed in their own small way to the export earnings of the country when they were sent by Arya Communication to the Middle East, the Far East, Africa and even to the USA.

Today, as the world moves into a new era of communicating and connecting through technology, Arya Communication offers a complete range of end-to-end cutting-edge solutions for wired and wireless communications, security and surveillance, professional engineering services and emerging technology platforms, allowing it to provide an integrated bouquet of reliable and customised turnkey products, solutions and services.

K Steamship Agencies

During the 1970s, the large Japanese shipping companies namely, K Line, Mitsui OSK and NYK Lines, supported the lucrative India trade. To optimise the use of tonnage and curtail the undercutting of freight rates, the Far East–India Conference was formed by the principal lines operating on this route. K Line was one of those companies and appointed K Steamship Agencies Pvt Ltd (which was primarily set up by the J M BAXI GROUP to attend exclusively to K Line ships calling at Indian ports). In the 1970s, the primary business was break-bulk cargo and bulk cargo, which included iron ore, ilmenite sand and manganese ore among other cargo. In the 1980s, a lot of timber was carried from South-East Asia to India by another K Line group company. With the advent of containerisation in India, K Line in consortium with other international shipping lines started a container service from India to Japan. With the Indian economy opening up in the 1980s and primarily in the 1990s, a lot of project cargo was handled by K Steamship Agencies on behalf of K Line. After the setting up of automobile manufacturing units in India in the late 1980s and 1990s, cars and commercial vehicles were exported to various countries and K Line is still one of the major shipping lines operating car carriers from Indian ports to cater to the automobile industry.

With the setting up of K Steamship Agencies Pvt Ltd, J M BAXI GROUP ensured that due importance was given to a dedicated liner principal and there was no conflict of interest with other shipping lines.

Kandla Free Trade Zone (KFTZ)

In the late 1970s and 1980s, the Indian government set up the Kandla Free Trade Zone (KFTZ) and the Santacruz Electronics Export Processing Zone (SEEPZ), primarily to boost Indian exports by offering special concessions to the industrial units set up in them. It was an idea ahead of its time. At about the same time, Indo–USSR bilateral trade took off. Some of the units in the KFTZ catered exclusively to this Russian trade and included large companies like Hindustan Lever, Miltons, etc. The entire production of some of the companies was for the Russian market. As there were no container shipping services out of Kandla, the containers were trucked down to Mumbai and then loaded onto Russian ships at Mumbai Port. J M BAXI GROUP persuaded Kandla Port and the Russian companies to make direct calls at Kandla to avoid the additional expense of trucking to and handling at Mumbai. Eventually, after a few test calls, J M BAXI GROUP proved that it was a better option to call at Kandla directly. This service to Kandla became very successful and at one time, out of a total of 80,000 containers shipped annually from Kandla port, 75,000 containers were handled by J M BAXI GROUP exclusively for the Russian trade.

Once again J M BAXI GROUP demonstrated an innovative approach in ensuring cost and time savings and entrenching the advent of containerisation at Kandla port.

Brinks Arya

In its pursuit of being a pioneer in providing logistics solutions in India, J M BAXI GROUP also diversified into the transportation of high-value cargo, e.g. gems, jewellery and cash.

The distribution of cash to various bank branches in India was traditionally managed by a bank's own security guards until the 1980s.

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This was a very ineffective way of doing logistics, as each bank had to run its own van and maintain its own pool of security guards, irrespective of the number of branches it had.

Since J M BAXI GROUP understood the workings of Brinks Inc of USA, which was the largest and one of the oldest security transport companies in the world, it invited Brinks to India and arranged for presentations to the Finance Ministry, the Reserve Bank of India and various banks, offering to run a common secure van in a designated area, which would pick up cash from a centralised location and then distribute that cash to bank branches. Thus, Brinks Arya was formed in 1981 as a joint venture between J M BAXI GROUP and Brinks. The company also ventured into transporting gems and jewellery in and out of India as well as for the domestic market. The 1990s saw the influx of a huge number of ATM machines, which increased the need for efficient cash transportation. Brinks Arya set up vaults at many locations in India, which were highly secure as per international standards. It maintained a fleet of armoured vans, and also developed a large pool of security personnel. It was the largest secure transportation company in India for many years.

J M BAXI GROUP, however, exited this partnership in 2009 by selling its shareholding to Brinks Inc and the company continues to operate in India under the Brinks name.

Stolt-Nielsen

Stolt-Nielsen was formed as a parcel tanker company in 1959 by Mr Jacob Stolt-Nielsen, who was then a shipbroker. As such, he had dealt with JMB and when the first Stolt ship called at India in 1963, Stolt nominated JMB as its agents.

Stolt has grown to be the largest parcel tanker operator in India and was quick to identify opportunities in the growing container market.

It ventured into the transportation of chemicals by ISO tanks and is the largest operator in the world in this segment too. With its market intelligence and expert team of professionals, J M BAXI GROUP convinced Stolt to start ISO tank operations from India in the 1990s when containerisation was gaining momentum in India. This turned out to be a fruitful venture as the chemical companies soon began shipping complex chemicals in Stolt tanks. The company continues its dominance as the largest player in India in this segment.

This wonderful relationship has continued to flourish over the years and J. M. Baxi & Co. continues to represent Stolt in India, handling complex chemical carriers at various Indian ports. Both sides are still exploring options for further association and growth in India.

Project Cargo Handling And The HBJ Pipeline Project

Towards the end of the 20th century the country was looking at major upsurge in the infrastructure and heavy Industrial development . Energy in form of Power and Oil and Gas was going to be the thrust area of the development story.

J. M. Baxi & Co. which was present in all the ports was ready in all respects to assist such needs, this was the time of policy making and capital projects needed a lot of support.

This required more than technical know how, J M BAXI GROUP was quick to gauge the requirement and built a fleet of imported "best in class" Goldhofer axles lines with high capacity prime movers.

The first project that was executed was transportation of 403 MT for NFL Guna and transportation and handling of pipes for HBJ (Hazira - Bijapur - Jagdishpur) pipeline project executed for Spiecapag / NKK / Toyo consortium.

Ever since this mega first ever project the J M BAXI GROUP's Project Logistics Division has been a market leader and a benchmark for the fraternity and trend setter for solution of complex project requirements. Today we are the most trusted partner for the user industry.

The establishment of a number of specialised companies and customised divisions within J M BAXI GROUP enabled it to address dynamically the changing scenario in India from 1970 to 2000.

Dramatic changes were indeed taking place during this time and the first vestiges of economic reform were beginning to emerge in the 1990s when Shri Manmohan Singh led the opening up of the Indian economy. The adaptive and entrepreneurial spirit of J M BAXI GROUP was in full flow during this period and provided J M BAXI GROUP with the necessary confidence and the required clarity to herald the new millennium ■

(To be continued in Issue XV)

Agency & Services

BANGLADESH - Frontier Of Opportunity

India has always maintained a focus on promoting trade with her neighbours and Bangladesh has always been in the forefront of that focus due to its common history in the Indian subcontinent and a lot of common and similar geographical, social and cultural features.

Bangladesh is primarily an agricultural country with a total area of 147,570 sq. km supporting a population of 168 million approximately. The country has done well in textiles, ship building and tea so far; development is also reported in telecommunications, cement, steel, energy, food processing and ceramics.

In recent years, Bangladesh has been taking steps to intensively promote and encourage exports particularly of garments. The results are quite visible and today, Bangladesh is the world's second largest exporter of garments, after China. In 2015, Bangladesh exported garments to the tune of USD 30 billion roughly, most of it destined for the US and Europe.

Bangladesh has had challenges in building domestic transport links through road and rail. Consequently, inland waterways have played a significant role for domestic transport which in turn have helped its shipbuilding industry, which specialises in building relatively smaller crafts. This industry is thriving and it is praiseworthy that last year it built and delivered vessels to developed countries like Denmark and the Netherlands.

Bangladesh is an important maritime nation having a total coastline of 580 km in the North Bay of Bengal. Its largest port is at Chittagong (CPA) in the east on the confluence of Karnaphuli River and it handles 70 - 80 per cent of the EXIM cargo into and out of Bangladesh. The port at Mongla (MPA) is on the Pasur River/ Mongla Canal and is used less due to the poor draught. Development of a third seaport on Pyra River channel in the south has been initiated, but operationalisation is still a few years away.

Bangladesh also has ten land – border crossings for road-based cargo at Petrapole–Benapole, Hilli-Darshana, Singhabad–Rohanpur, Mohodipur–Sona Masjid, Phulbari–Bangalbandha, Changrabandha–Burimari, Ghasuapara–Haluaghat, Dawki–Tamabil, Agartala–Akhaura and Sitaramnagar–Bibir Bazzar, but only the first three have infrastructure for rail transit.

Bangladesh sources substantial quantities of construction materials, finished food, salt and almost 20 per cent of the raw materials required for its garment industry (raw cotton, yarn, textile machinery, dyes, chemicals etc.) from India; the majority of this traffic moves by road through the border post of Petrapole-Benapole – an expensive, time–consuming and inefficient mode of transportation.

To provide an impetus to improving the efficiency of transport between India and Bangladesh, the two countries signed a landmark agreement in June 2015 with respect to coastal shipping. The agreement requires both countries to treat the other country's vessels on a par with the vessels carrying its own flag in international sea transport.

The ports identified under this protocol on Election Comission of India are Kolkata, Haldia, Paradip, Kakinada, Visakhapatnam, Krishnapatnam and Chennai while those in Bangladesh are Chittagong, Mongla, Pyra, Khulna, Pangaon, Narayanganj and Ashuganj.

One of the group companies – Boxco Logistics - is already the logistics partner to Larsen & Toubro for a power plant being built near Chittagong.

A second group company has already started operating container ships flying the Bangladesh flag under the ECI in partnership with a reputable group from Bangladesh under the new agreement; this is a strategic fit for J M BAXI GROUP, which already operates two terminals at Visakhapatnam and Haldia on ECI and is building the third at Paradip. The group is also talking to India's national carrier - the Shipping Corporation of India for a coastal service around the Indian peninsula and hooking up the two coasts of India with Bangladesh. Establishment of a tramp service with local partners is also in progress.

Going forward, the opportunities to scale up, to innovate and to enhance Indo-Bangladesh trade are many and the J M BAXI GROUP intends to look at them with a lot of optimism and positive energy ■

NUMBER OF VESSEL CALLS

YEARS	CPA		MPA		Total
	Tramp	Cont.	Tramp	Cont.	
2012 – 13	1435	876	282	47	2640
2013 – 14	1481	1004	345	72	2902
2014 - 15	1681	1121	416	67	3285

In Conversation

TAMP: A Perspective

Q: TAMP will be celebrating its 20th anniversary shortly. How do you see the evolution of the role of TAMP over the years and how has TAMP benefitted its stakeholders?

Ans: The role of TAMP as a tariff regulator has remained the same over the years. However, the tariff fixing methodology has changed over time, going from a cost plus approach to a normative approach and then to a performance linked approach. Since its constitution was drawn up in 1997, TAMP has introduced various changes to improve, rationalise and simplify tariff structures:

- Unit of berth hire charges was reduced to an hourly basis.
- 40% concession to coastal cargo and coastal vessels was introduced to promote coastal shipping.
- Uniformity in concepts, definitions, norms and practices.
- Emphasis on quid pro quo principle.
- Containment of cross subsidisation.
- Users not to be responsible for delays caused by the port or private operators.
- Time limit of 4 hours for cessation of berth hire charges.
- Imposition of time limit for levy of storage charges on abandoned containers.
- Imposition of penal interest on delayed payments by users as well as delayed refund by port trusts and private operators.

Shri T. S. Balasubramanian took charge as Member (Finance) in the Tariff Authority for Major Ports on 5 March 2012. Prior to this, he worked in the Union Ministry of Petroleum and Natural Gas, initially as Deputy Secretary (Finance) in April 1993 and was later promoted to Director (Finance) in the Directorate General of Hydrocarbons in July 1997. Subsequently he was promoted to Joint Secretary and Financial Advisor in the Oil Industry Development Board with effect from 1 September 2004.

- Flexibility to respond to the market situation
  - Rates are fixed at ceiling levels.
  - Authorisation to operate ad hoc rates for new services with mutual agreement between ports and users.

Q: Do you feel it is necessary to have a regulatory regime for port tariffs, especially when 95 per cent of the logistics activities in the entire supply chain, including shipping, are unregulated?

Ans: The view of the Inter-Ministerial Task Force Report headed by Shri B. K. Chaturvedi submitted in July 2012 and the report of Deloitte Touche Tohmastu India Pvt Ltd., submitted in July 2015, was that regulation of port tariffs is not necessary. The role of the regulator, especially in the port sector, has two prongs. One prong is fixing the tariffs for port services and the second one is looking at issues related to non-adherence to performance standards, unfair trade practices, low quality of services and resolution of disputes between major port trusts and BOT operators. As such, the above two committee reports, as I see, are harping for deregulation of port tariffs.

Q: There is a clamour for the creation of a level playing field in tariff fixation compared to those in non-major ports. How do you justify the regulatory regime for major ports when non-major ports are enjoying complete autonomy?

Ans: The B. K. Chaturvedi Committee Report of July 2012 went into this matter and felt that with sufficient competition in the port sector, tariffs need not be regulated. It is also to be kept in view that the committee recommended that the state governments should ensure that the port operators publish their tariffs.

Q: There has been continuous improvement in the way tariffs are regulated. First, there were the 2005 Guidelines, later the 2008 Guidelines and now 2013 Guidelines. Do you see further improvements in the guidelines forthcoming?

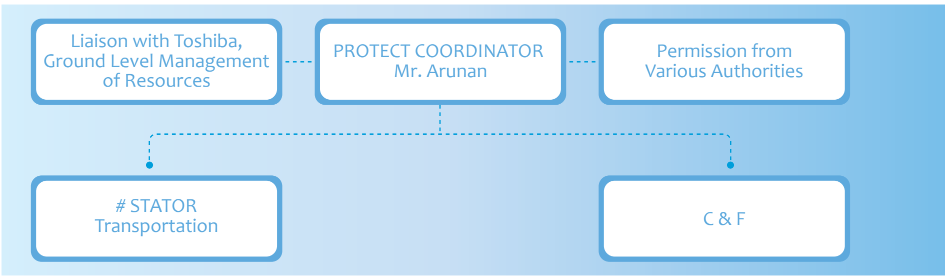
Ans: Any guidelines adopted and followed should be viewed as the start of a continuum; they must be refined and refurbished based on findings from different studies and experience gained. That is how the 2005 Guidelines the 2008 Guidelines and the 2013 Guidelines emerged. TAMP has published the 2015 Guidelines for major port trusts giving them greater flexibility to adjust their tariffs within the overall annual revenue requirement considering the competition in the market ■

BOXCO Succeeds In Treading The Unknown By Transporting TOSHIBA's Generator Stator

Boxco is familiar with the challenges of the various terrains across India; however, south India possesses a vivid challenge. The harsh summer with average temperatures of 35°C and sapping humidity makes this place a unique environment to work in. However, this time severe rains of unprecedented magnitude in November caused week-long floods and closed the Toshiba JSW Power Systems (TJPS) plant located at Manali. Water engulfed the whole factory and the test bed was submerged. This is where the super critical generator stator weighing 431 MT (the heaviest in India yet) manufactured for NTPC Kudgi was to have been tested before being dispatched. The failure of the test bed meant that the stator had to be transported to Yokohama, Japan, for testing. TJPS turned to Boxco, it's tried and tested ally for logistics in India, for support.

Pre-intimation was given on week commencing 1 February 2016 and Boxco swung into action immediately by applying for all permissions required by the government bodies. By then, the port connectivity road, a special corridor constructed by National Highways, had been finally completed between Manali and Ennore. This was the first time such a heavy load was to be transported over this road, which included two minor bridges, four major bridges and a 63-m-long bridge over the railway line at Athipattu, which was the longest suspended structure. To satisfy the team of experts from TN Road Corporation and NHAI, Boxco did a trial run with two of the heavy duty prime movers weighing a total of 80 MT and with a load spread on a par with that of the stator over a 16+1/2 combination over the Athipattu Flyover.

The route was thoroughly studied, checked and rechecked so that all the possible obstacles were identified by the heavy-lift experts and the technical teams of Boxco, who checked the feasibility of the movement including the technicalities of loading, manoeuvring and en-route constraints. Once every individual involved in the operation was satisfied, the generator stator was received and moved to Ennore Port where it was loaded on board a heavy-lift vessel bound for Yokohama.



Pre-Movement Preparations
Activity period: 10 February 2016 to 10 March 2016

1. **Application and liaison for permissions to state and central government authorities**
- Southern Railway: Power block and height gauge removal at Level Crossing (LC) before Kamarajar Port
- Tamil Nadu Road Development Company (TNRDC) for a NOC for the road stretch between Vallur Junction and Kamarajar Port
- NHAI for a NOC for moving the stator on the road stretch between Andarkuppam Junction, Vallur Junction and Athipattu ROB
- TNRDC for shutdown and dismantling of overhead LT/HT lines
- Local traffic police for traffic control during movement
- Kamarajar Port for stator entry and for dismantling the radioactive sensor at the West Gate entrance

2. **Route survey**
- Before job award
- Halfway to dispatch date
- Day before dispatch date

3. **Mobilization of transportation equipment and labour**
- 24 Goldhofer hydraulic axles
- Joining accessories for 1+1/2 axle preparation
- Joining accessories for 1+1/2 axle preparation
- 2 × 520 HP Volvo prime movers
- 2 power pack units
- 6 steel plates
- Tarpaulin for covering the stator

4. **Finalising vendors for various allied activities**
- Road filling
- Steel plate laying
- Railway LC height gauge dismantling
- Removal of radioactive sensors inside Kamarajar Port

5. **Support from Toshiba JSW**
- Steel plates for placing underneath the package
- Approvals for lashing, transportation and technical arrangements.

Logistics

Transportation from Toshiba JSW to Kamarajar Port
Period of Execution:
10 March 2016 to 11 March 2016

1. **Loading**
- 16+1/2 combination axle placed at the loading point on 10 March 2016.
- Loading commenced at 1400 hrs and was completed at 1530 hrs.

2. **Lashing**
- After loading, lashing was completed on the same day.

3. **Movement from plant to site gate**
- After the customary Pooja, the cargo-laden trailer was towed out from the plant area by a prime mover at 1000 hrs on 11 March 2016.
- The trailer was parked before the Toshiba main gate. Meanwhile, preparation of the documentation was in progress.

4. **Movement from site gate to Kamarajar LC**
- After completion of the gate-out formalities, the trailer was taken out from Toshiba JSW premises at 2300 hrs on 11 March 2016.
- Meanwhile, representatives of NHAI, TNRDC and SR were in position.
- With assistance from Tamil Nadu Electricity Board (TNEB), the stator was taken from Tiruvottiyur Ponneri Pancheti (TPP) road to Andarkuppam Junctionat 2330 hrs.
- There was hindrance at Andarkuppam Junction due to heavy container traffic, which made manoeuvring the trailer difficult. With the help of the traffic police, the container traffic was regularised and a sufficient turning radius was made available for the trailer to take the turn. After bringing the trailer to a suitable point at the junction, the prime mover was removed and reattached to the trailer at a parallel position to the TPP road, thereby enabling easier manoeuvring.
- By 1300 hrs, the stator had reached Vallur Junctiona fter crossing three bridges. The HT line was shutdown at the junction and the trailer was parked on the roadside for a short break.
- By 1400 hrs, the stator had reached Athipattu ROB and with a go-ahead from SR, Dy CE, Civil and CE Civil, the stator successfully passed over the ROB.
- At 1500 hrs, the stator was 500 m before Kamarajar LC, after crossing the ash slurry pipe bridge, where it remained parked till dawn on 12 March 2016.
- Through SR, the OHE Department had promised a power block at 1000 hrs on 12 March 2016. This was obtained only at 1600 hrs after escalations with higher level authorities at SR. First, the traffic was blocked on both sides of the LC and the port-side height gauge was removed. Then some traffic was allowed to pass. At 1630 hrs, the OHE Department lifted the left-hand side of the wire. By 1700 hrs, the city-side height gauge was also removed and the right-hand side of the wire was also lifted by the OHE Department of SR.

5. **Move from Kamarajar LC to break-bulk wharf**
- The stator was then carefully allowed to pass the LC and reached the Buckingham Canal Bridge. Meanwhile, heavy traffic had accumulated from the LC to the West Gate. Since no vehicles should pass while an ODC passes on the bridge, all the traffic was cleared and then the stator was put on its course on the Buckingham Canal Bridge and it moved to the West Gate.
- By then dismantling of the radioactive sensor had started. At around 1900 hrs, dismantling was completed and the steel plates were laid. The trailer was then carefully manoeuvred into the West Gate entrance of Kamarajar Port and through the partly dismantled radioactive sensors. It was parked 500 m from the break-bulk wharf by 2000 hrs.
- While the stator was en-route to the wharf, re-fixing the sensors started. The plates were removed and the condition of the West Gate was brought back to its previous condition. Two plates were placed at the hume pipe passing and the stator was passed over that and safely parked inside the break-bulk wharf at 2045 hrs on 12 March 2016.
- The stator remained parked inside Ennore Port until the vessel arrived, during which time the export clearance activities were completed to ensure the stator was ready for loading.

6. **Loading on board vessel for transportation to Japan**
- Vessel Baltic Winter arrived at Ennore Port on 30 March 2016 and berthed alongside on 1 April 2016.
- After completion of lifting arrangements, the stator was lifted by the vessel using a tandem operation of its 2 x 400 MT cranes and placed in the lower hold.
- The stator was safely secured for onward transportation to Yokoama

80 MT heavy duty prime movers over the Athipattu

Loading of the Stator

Stator being secured on our axles

Enroute negotiating critical height barrier

Boxco Team

Stator being placed on Vessel Batlic Winter at Ennore Port

Logistics

Indian Railways And Commercial Vehicles Globally Move On RKFL Parts

And BOXCO KOLKATA Delivers Parts For RKFL From One Corner Of The Globe To The Other

Ramkrishna Forgings (RKFL) is a major Jamshedpur-based forging unit, supplying to railways, commercial vehicles and mining equipment OEMs, indigenously and globally. RKFL is growing at a fast pace and Boxco Logistics Pvt. Ltd. (Boxco) is happy to be a partner in its growth trajectory. Boxco Kolkata is handling the imports and exports by sea and air for RKFL Project Logistics as well.

Mr P. K. Kedia, Director Finance, **Ramkrishna Forgings Ltd.**

The immensely quality conscious and critical management of RKFL has certified Boxco as a satisfactory service provider, which is quite a feat to achieve. Boxco is also continuously improving and innovating the service standards to meet deadlines and at the same time keep a stringent check on costs. Boxco has endeavoured to achieve a 50 per cent cost reduction after it took up the assignment without any compromise on quality, which is a hard and proven reality that any manufacturer would covet in these days of cut-throat competition and shrinking market size. We heartfully thank Mr P. K. Kedia, director finance of RKFL, and his team for putting their trust in our team and for their support in getting the RKFL business soaring.

We supported the import of capital goods for RKFL's expansion programme and now we carry the finished goods to various parts of the world.

As part of the expansion, RKFL imported state-of-the-art capital machinery involving ODC and OWC cargo. Boxco transported the huge 12,500 MT press safely to the plant location in a timely manner.

The packages were unloaded from a vessel to barges alongside on perfectly placed stools. The barge leg was involved, as en route the Kolaghat Bridge was not strong enough to take the load. So to circumvent the bridge, we built a ro-ro jetty on the northern side of the bridge and rolled off the packages onto our Goldhofer hydraulic axles. The first weighing 275 MT (690 cm ×565cm× 410cm) was moved on 18 Goldhofer hydraulic axles and two prime movers, the second of 195 MT (820cm × 565cm × 320cm) on 14 Goldhofer axles and one prime mover, and the third of 223 MT (1000cm × 580cm × 300cm) on 16 Goldhofer axles and two prime movers. Enroute, we built two bypass roads to avoid two more bridges and safely delivered the cargo to the site.

Once the expansion was complete and production had started, Boxco was entrusted to carry the finished products to the buyer's door in Mexico.

BOXCO'S RKFL BUSINESS FOR 2015-2016 CROSSES THE 100 MILLION INR MARK

Safely receiving and securing the critical heavy packages on barge for onwards movement by wateryways to its final destination

Infrastructure

VISAKHA CONTAINER TERMINAL's Container Freight Station: Delivered In 9 months

Project adopted the latest technology, and was the first CFS to do so in India

1 Geogrid technology for ground improvement

2 Plasma lights (LEPs) for container yard lighting

3 Integrated office block to seat customs, customers and CFS personnel under one roof

4 Fully computerised gate complex, providing operational flexibility with capability for multi-directional traffic flow

5 Intelligent layout to ease operational flows and enhance the safety of the people working in the facility

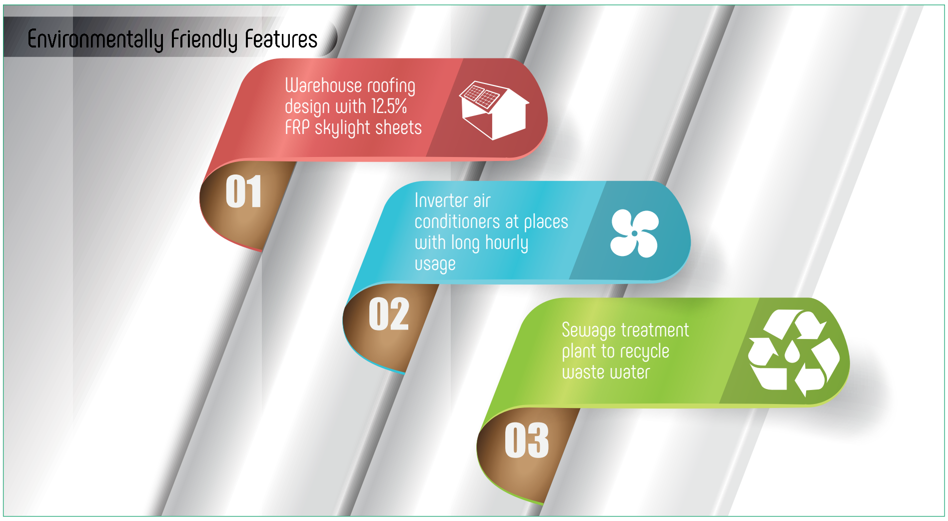
Infrastructure

The VCT CFS is developed over 34 acres and is capable of handling 100,000 TEU per year.

It is proposed to target incremental traffic in commodities like rice and steel from the hinterland, which hitherto has not moved through Visakhapatnam. This will also enhance the container traffic through the port. Cargo flow is expected from the home state of Andhra Pradesh and the neighbouring states of Chattisgarh, Odisha, Jharkhand, West Bengal, east Maharashtra and south Madhya Pradesh.

With modern infrastructure in place, the service standards and efficiency too will be par excellence. The rail linkage will enable rail movement for cargoes being transported in large lots.

The CFS has been notified by the Principal Commissioner of Customs, Visakhapatnam on 21st Jun'16. The first export consignment of Rice was carted in on 25th Jun'16 and the first export container moved out of the CFS on the 30th June'16 ■




VCT - CFS Inaguration


VCT - CFS Warehouse


VCT - CFS Gate Complex

We Connect

ESSAY COMPETITION

OUR COMPANY HAS TURNED 100 THIS YEAR. WHAT INNOVATIVE AND SURVIVAL QUALITIES DOES AN ORGANIZATION NEED TO REACH THIS LANDMARK.

Hundred years! Sounds great, right? But it is even greater when you survive for hundred long years fighting with the evils of the industry and absorbing the goodness of the industry. Definitely it is not a cake walk to survive and sustain yourself for hundred years and emerge as a medal winner among thousands of other companies.

The stubbornness and positive aggression to win and reach the top is a major survival quality, every successful firm must possess. Only the will to win is not enough. It is important to have the sources to win. What is this source? The source is having the correct employees with the correct attitude and above all having a lion like leader to lead his team towards the path of perfection. A leader is the one who knows the way, goes the way and shows the way. A charismatic leader is an important key to success. Only such a leader can push his team to do its best and increase the efficiency of the team thereby encouraging them to keep learning and progressing. This is because when the employees progress the entire organization progresses. The practical application of an invention is called innovation. This is not as easy as it sounds. One should possess the skill to make the best and most profitable use of all the possible technology. It is important to remember that innovation distinguishes between a leader and a follower.

The ability of evolving and conceiving outstanding ideas and implementing It with efficient cooperation and coordination amongst all the members of the organisation is the prime need for any successful organisation. Where there is unity there is victory! It is extremely important that every worker believes, 'Work is worship ' and places his responsibility and work above ALL. Any successful firm must have the quality of uniqueness, because only when you outcast the extraordinary can you make your mark.

Above all, it is important for an organisation to refuse to give up and survive the storm. Even when it is hit by the storm it must rise as a phoenix. Today only those contenders who refuse to give up are Champions. The best example of such a champion is Howard Schultz. If he had given up after being turned down 242 times by banks, today there would be no Starbucks.

NAME :- MS SRI VAISNAVI ARUMUGAM
DATE OF BIRTH: 18.08.2000
CITY: MUMBAI
NAME OF THE COMPANY YOUR PARENT WORKS IN: BOXCO LOGISTICS INDIA PVT LTD
NAME OF YOUR PARENT: MR E. ARUMUGAM

In Focus

VCT CELEBRATES
J M BAXI GROUP CENT
26 JUNE

Shri Vir K. Kotak giving gifts to VCT contract Employees

Blood Donation Camp

Celebrating 100 years with the Contract Employees

Awarding employee's children for dance competition

L to R: Shri Krishna K. Kotak, Mr Bill Bryant and Shri Vir K. Kotak

L to R: Shri Krishna K. Kotak, Mr Rajan Padhi, Mr Ajay Dash and Mr Ronald Williams

L to R: Mr Rajnish Khandelwal, Mr C. Rajendiran, Mr P. L. Haranadh, and Mrs C. Rajendiran

L to R: Capt. Aroop Banerjee, Mr Ram Prasad and Shri Vir K Kotak

L to R: Shri Vir K Kotak, and Mr Ajit Sukumar

Glimpse of the Event

In Focus

ITS ANNUAL DAY
ENNIAL CELEBRATIONS
2016

EMINENT SPEAKERS AT THE EVENT

"India is poised to grow as a strong economy in the years to come and the role of Shipping and Logistics is going to be pivotal in it."

"JMB is 100 years young and it's a beginning to venture into new businesses. The Group is expanding with re-engineering and laying foundation for a new era of another century."

"With rapid change in dynamics over the last few decades, to survive 100 years in such circumstances is a great milestone achieved by J M BAXI GROUP."

"Complimented VCT for being the 1st AEO affiliated terminal and how it evolved in 'ease of doing business' along with the principles of J M BAXI GROUP."

"Prominence of Visakhapatnam, the port city is growing significantly and the growth factors are bringing it closer to transform into a smart city."

Shri. Ganta Srinivas,
Honourable HRD
Minister of State

Smt. Chandralekha Mukherjee, IRTS,
Honourable DRM
Waltair Division

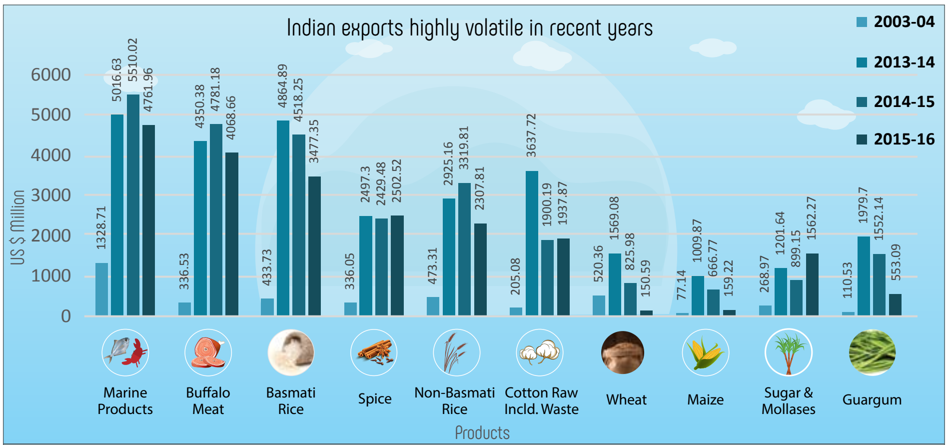
Weights & Measures

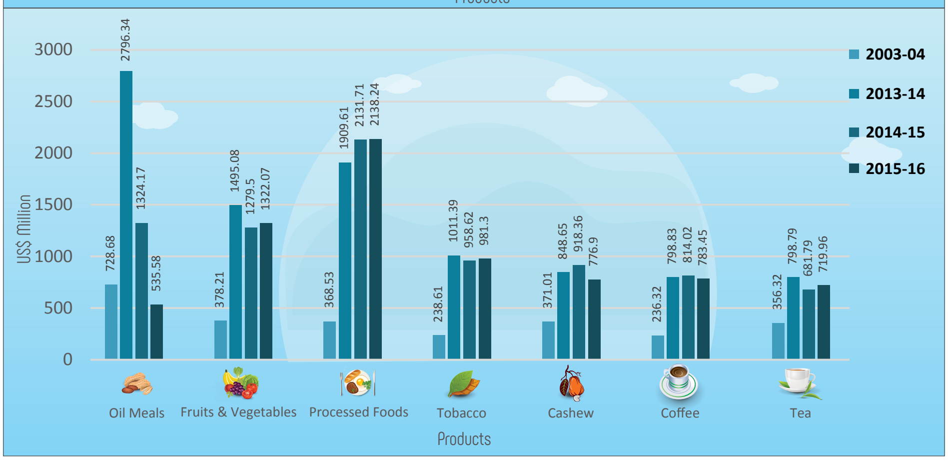
Agriculture: Facing New Challenges Yet Optimistic

The last two crop years ended full of challenges and we experienced the bitter side of production, which made us a bit wiser and yet optimistic towards the ongoing season.

We all know that agriculture plays a vital role in the Indian economy. Over 58 per cent of households depend on agriculture and allied businesses as their main source and principal means of income. The industry contributed and recorded US$ 259.23 billion to the GDP in FY15 . According to the advanced estimates of the Central Statistical Organisation, agriculture and allied sectors recorded a growth of 8.3 per cent in FY15.

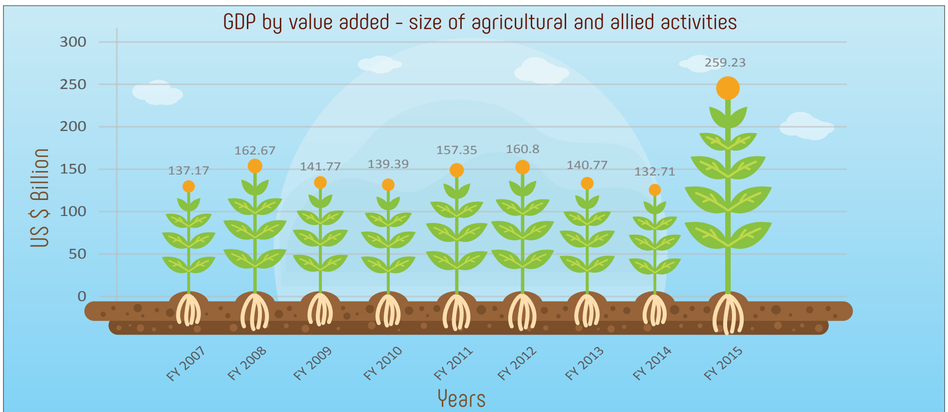
India is the largest producer, consumer and exporter of spices and spice products. India's horticulture output, comprising fruits, vegetables and spices, increased in 2014-15 to a record high of 283.5 million tonnes (MT). Horticulture ranks third in farm and agriculture output. India's production of fruit has grown faster than that of vegetables, making the country the second largest fruit producer in the world. Agricultural export constitutes 10 per cent of the country's exports and this commodity is the fourth largest exported principal commodity.





In general the agro industry in India is divided into subsegments such as canned, dairy, processed and frozen food plus fisheries, meat, poultry, and food grains.

With an annual output of 146.3 MT, India is the largest producer of milk, accounting for 18.5 per cent of the total world production. The second largest producer of sugar, it accounts for 14 per cent of the global output and it ranks as the 6th largest exporter of sugar, accounting for 2.76 per cent of global exports.



Spice exports from India are expected to reach US$ 3 billion by 2016–17 due to its creative demand, which strengthens its quality, and its strong distribution networks. The spice market in India is valued at Rs 40,000 crore (US$ 5.87 billion) annually, of which the branded segment accounts for only 15 per cent and has a long way to go.

As per the 4th Advance Estimates, food grain production is estimated at 253.16 MT for 2015-16. Production of pulses is estimated at 17.33 MT ■

(to be continued in issue XV)

Port Statistics

SHIPPING & CARGO PERFORMANCE

QUARTERLY UPDATES ON INDIAN MAJOR & MINOR PORTS (QTY IN MILLION TONNES)
JANUARY - MARCH 2016 (IVth QUARTER) 2015 -2016 / JANUARY - MARCH 2015 (IVth QUARTER) 2014 -2015 (QTY IN MT)

AGRICULTURAL PRODUCTS

	SUGAR		SOYAMEAL		WHEAT		RICE		MAIZE	
	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15
No. of Ships called	29	7	1	4	0	2	18	10	2	10
Total Cargo Handled	0.678	0.328	0.000	0.140	0.000	0.034	0.484	0.148	0.100	0.141
Inbound	0.294	0.290	0.000	0.000	0.000	0.000	0.032	0.014	0.100	0.000
Outbound	0.384	0.038	0.000	0.140	0.000	0.034	0.452	0.134	0.000	0.141

FINISHED FERTILIZERS & FERTILIZER RAW MATERIALS

	UREA		SULPHUR		ROCK PHOSPHATE		DAP		MOP	
	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15
No. of Ships called	29	44	19	26	39	39	4	7	12	27
Total Cargo Handled	1.549	2.319	0.465	0.486	1.532	1.664	0.112	0.238	0.330	0.750
Inbound	1.549	0.000	0.287	0.350	1.532	1.664	0.112	0.238	0.330	0.750
Outbound	0.000	2.319	0.178	0.136	0.000	0.000	0.000	0.000	0.000	0.000

COAL

	THERMAL COAL		COKING COAL		MET COKE		PET COKE		ANTHRACITE COAL	
	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15
No. of Ships called	284	186	129	185	13	8	47	33	4	6
Total Cargo Handled	15.375	9.546	7.709	10.125	0.331	0.263	1.626	1.273	0.136	0.094
Inbound	7.453	2.750	7.709	9.982	0.331	0.263	1.383	1.150	0.136	0.094
Outbound	7.922	2.750	0.000	0.143	0.000	0.000	0.242	0.123	0.000	0.000

STEEL & RELATED ORES

	STEEL PRODUCTS		SCRAP METAL		CHROME		MAGNESIUM ORE		IRON ORE	
	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15
No. of Ships called	298	255	7	2	0	0	10	9	62	133
Total Cargo Handled	3.371	2.983	0.148	0.047	0.000	0.000	0.197	0.134	4.126	9.983
Inbound	2.815	1.877	0.148	0.047	0.000	0.000	0.197	0.134	1.286	7.517
Outbound	0.556	1.106	0.000	0.000	0.000	0.000	0.000	0.000	2.839	2.466

INDIAN PORT PERFORMANCE - Q4 & FY 2015 - 16 THROUGHPUT (QTY IN METRIC TONNES)

JANUARY - MARCH 2016 (IVth QUARTER) 2015 - 2016 / JANUARY - MARCH 2015 (IVth QUARTER) 2014 - 2015 (QTY IN MT)

Ports	Types of Ports	NO. OF SHIPS		LIQUID CARGO		BULK CARGO		CONTAINERS (TEUS)		TOTAL CARGO *	
		IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15	IVth Qtr'16	IVth Qtr'15
Kandla	■	339	301	2.911	1.921	3.331	4.037	-	-	6.783	6.514
Mumbai	■	470	497	6.831	5.067	2.105	3.334	-	9,885	9.007	8.689
Nhava Sheva	■	173	128	1.293	1.326	0.260	0.221	1,135,722	1,118,569	1.553	1.547
Mormugao	■	159	127	0.292	0.275	5.361	3.359	-	-	5.919	3.810
Mangalore	■	373	288	7.753	6.709	2.405	2.812	21,826	15,579	10.229	9.528
Cochin	■	175	178	3.565	4.194	0.332	0.371	113,286	85,667	3.898	4.572
Tuticorin	■	241	230	0.394	0.399	4.391	5.130	165,862	152,691	5.282	5.999
Chennai	■	258	266	3.727	3.457	1.167	1.761	395,131	367,373	5.175	5.525
Ennore	■	242	204	1.151	1.004	8.644	5.978	-	-	9.852	7.032
Vishakhapatnam	■	200	393	2.848	4.107	2.408	8.622	81,405-	60,283	5.431	12.835
Paradip	■	399	405	6.419	5.287	15.550	14.314	-	-	21.975	20.945
Haldia	■	347	155	1.871	1.137	3.616	1.103	20,779	24,348	5.487	2.240
Kolkata	■	58	75	0.163	0.203	0.095	0.090	154,858	83,942	0.278	0.332
Gangavaram	■	33	57	0.000	0.000	2.987	3.991	-	-	2.987	3.991
Pipavav	■	226	145	0.236	0.123	1.220	1.806	177,282	201,007	1.561	1.929
Mundra	■	691	276	5.817	5.052	8.892	12.479	799,875	643,235	14.773	17.685
Dahej	■	147	105	5.928	2.523	2.314	2.327	-	-	8.242	4.857
Hazira	■	30	34	0.132	0.156	1.488	0.418	95,117	49,696	1.625	0.574
Navlakhi	■	31	32	0.000	0.000	0.193	3.177	-	-	0.193	3.177
Kakinada	■	165	44	0.167	0.286	1.571	0.270	-	-	2.028	0.632
Total Vessel Calls at all ports		**4757**	**3940**	**51.498**	**43.226**	**68.330**	**75.600**	**3,161,143**	**2,812,275**	**122.278**	**122.413**

■ Major Port ■ Non-Major Port

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

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