

Shippers & LSP Business Forum on CTL 2018 concurrent with Hazchem & Liquid Bulk 2018 in Vadodara

A comprehensive deliberation on key issues sees wide stakeholder participation

THE importance of Vadodara and the wider South Gujarat region as a leading industrial hub, and therefore a key location for multicargo movement and logistics, with its advantages and shortcomings and scope for improvement, were all deliberated upon in detail at *Exim India's Shippers & LSP Business Forum on CTL 2018 concurrent with Hazchem & Liquid Bulk 2018* on November 22, 2018 at The Gateway Hotel in Vadodara.

Leading lights among stakeholders graced the event, the theme of which was **Vadodara Region as a Multicargo hub - Challenges & the way ahead**, all aspects of which were comprehensively covered across four sessions.

Felicitations, Lucky Draw, quiz

The event had other highlights too. Key organisations and individuals were felicitated for their service to the trade. There was also a Lucky Draw for the delegates at the end of each session, comprising separate draws for shippers and LSPs. It saw four lucky winners among each taking home a gold coin. In addition, an interesting logistics quiz, formulated by BOLT, provided some mind sport for the delegates.

With so many stakeholders under one roof, the event also facilitated an ideal opportunity to network.

It was supported by leading trade and industry associations, including Exim Club, Indian Chemical Council, Vadodara Customs House Agents Association and Vadodara Steamer Agents Association.



Thursday, 22nd November 2018 • The Gateway Hotel, Vadodara

Inaugural Session



The Inaugural Session was graced by (from left) Mr T. Venkataraman, Mr Chandresh Shah, Mr Manmohana Bisoyi, Mr Ajay Bhadoo, Dr C. Unnikrishnan Nair, Mr Devesh Shrivastava and Mr Rahul Agarwal



Mr Chandresh Shah



Mr Rahul Agarwal



Mr Devesh Shrivastava



Mr T. Venkataraman

Mr Chandresh Shah, President, Exim Club, pointed out that Vadodara is well known as a centre for chemicals, pharmaceuticals, pharma intermediaries, dyes, engineering products, etc., exports of which are increasing. There is also huge opportunity for import of CNG, liquid petroleum, refinery products, he added. He stressed on the importance of training in cargo handling, especially in hazardous cargo movement, pointing out that Exim Club does a lot of training and always encourages its members to learn about the various aspects of import and export. It is currently making efforts to build an excellence centre in Vadodara.

Mr Rahul Agarwal, Assistant VP, Invest India, highlighted that Invest India is the national investment promotion facilitation agency of the government of India, launched after the Make in India initiative, to help foreign investors in their investments in the country. As of November, it is managing \$110 billion worth of actual investments. It has a focused Gujarat team that works closely with the state government to increase investments, he said. The focus on ease of doing business has improved India's global ranking in the area and boosted FDI. The pace of creating logistics infrastructure across modes has also increased, he added.

Mr Devesh Shrivastava (Guest of Honour), Assistant VP, Welspun India Ltd, said there is tremendous improvement in logistics and trade facilitation in India today and scope to grow even further. We have to be competitive and cost-effective to facilitate growth, he stressed, for which some of the key factors are training and developing people, single window clearance/incentives, central agency to hand-hold investors, better and seamless transportation, faster turnaround cycle for containers, improved efficiency in operations, etc. He also suggested having container sizes like 45 ft and 53 ft for enhanced cargo handling.

Mr T. Venkataraman (Guest of Honour), MD, Goodrich Maritime Pvt. Ltd, said that Vadodara is rightly called a multicargo hub as it has business for all types of unitised cargo. And it is especially a major hub for ex-im trade pertaining to the chemical industry. He called for better trade balance and thus increased frequency/consistency of services at Hazira. He described the proposed Dahej multimodal logistics park as a game-changer and, importantly, announced that Goodrich will soon be inaugurating a state-of-art chemical storage facility in Jafza, Dubai.



Mr Manmohana Bisoyi



Dr C. Unnikrishnan Nair



Mr Ajay Bhadoo

Mr Manmohana Bisoyi (Guest of Honour), Assistant Commissioner of Customs – ICD Dashrath, Vadodara, said that with the government emphasising on ease of doing business, Customs has taken major initiatives to facilitate the trade. Some of these are facility of deferred payment, introduction of AEO programme, setting up of Customs clearance facilitation committee, amendments in warehousing provisions, reduction in mandatory documents for imports and exports, adoption of digital signature, 24/7 Customs clearance, streamlining the process of IGM management for import, single window interface for export, etc. He also highlighted that ICD Dashrath's export volumes have been increasing tremendously.

Dr C. Unnikrishnan Nair (Guest of Honour), Chief Manager (Traffic), Jawaharlal Nehru Port Trust, pointed out that digitisation, procedural simplification and infrastructure upgrade have helped improve India's ranking in trading across borders, eliminating hidden costs while transacting at the port and ensuring container tracking throughout. He highlighted that Customs formalities now take place at the Parking Plaza and also talked about DPD facilitation at the port. For DPD importers, Customs permission is the single document needed and no other registration document is asked for. There is also a single quote for importers now applicable across terminals. He said that DPE is popular with the Vadodara trade and better connectivity to the Gujarat highway is ongoing. He also disclosed that additional liquid/chemical berths and coastal berth are coming up at the port in about a year.

Mr Ajay Bhadoo (Chief Guest), IAS, Municipal Commissioner, Vadodara, said that Vadodara's positioning as a major hub along the DFC and faster connectivity to Mumbai will further enhance its status as a key location for industry and logistics. The proposed Smart City plans to have transport hubs in all 4 directions where there will be a combination of commercial and logistics activity. There will be focus on logistics and connectivity for industry, he said. Dahej is being looked at in a big way and the proposed new port will be an important cargo facility. He invited the industry to Vadodara and assured of all cooperation and support.

First Technical Session – Best Global Practices In Safe Handling Of DG & Hazchem Cargo



Participants in the First Technical Session were (from left) Mr Pradeep Nair, Mr Anshuman Baruah, Mr Haresh Lalwani, Mr Anand Sheth, Mr K. N. Mehta and Dr Jignesh M. Desai



Mr Haresh Lalwani



Mr Anshuman Baruah



Mr Pradeep Nair

Mr Haresh Lalwani, Jt MD, Sun Logistics, the Session Chairman and Moderator, began by pointing to 4 alphabets: I.M.D.G., highlighting the International Maritime Dangerous Goods or IMDG Code. If a cargo falls under this international guideline, it is regulated and one needs to take all the necessary safety and other precautions. He also stressed that the Code specifies that anybody dealing with haz cargo in any respect, needs to be properly trained. However, there is a lack of awareness about this.

Mr Anshuman Baruah, Deputy General Manager – Operations (Hazardous Cargo/UAC), MSC Agency (India) Pvt. Ltd, said that many shippers and forwarders lack awareness about the IMDG Code yet ship haz cargo worldwide. India has multiple Ministries and laws/regulations dealing with cargo handling and transportation, which also makes things difficult. The process of due diligence has to start from the Material Safety Data Sheet declaration of the shipper/manufacturer or trader, which is very important because safety cannot be compromised, he said. For transportation on board a vessel, the vessel planners and Master have to ensure that the haz containers are loaded/stored as per the IMDG Code guidelines.

Mr Pradeep Nair, Head - Chemical Logistics & Global Tank Operation, Goodrich Maritime Pvt. Ltd, touched upon the issue of lack of compliance of haz cargo shippers with the requisite rules and regulations. While they adhere to all the compliance necessities in the manufacturing process, they are not similarly strict when it comes to transportation and logistics. The competence of LSPs, whether they have the necessary certificates and trained personnel, is also generally not taken seriously.



Mr K. N. Mehta



Mr Anand Sheth



Dr Jignesh M. Desai

Mr K. N. Mehta, President (Commercial), Kutch Chemical Industries Ltd/Panoli Intermediates (I) Pvt. Ltd. stressed on the importance of adhering to all the domestic and international rules and regulations in the movement of haz cargo. He said he would be willing to pay more for high-quality service, pointing out that this cost would be much less compared to the cost of the cargo being impacted by an incident or being rejected by the consignee because of contamination, etc. LSPs should be able to ensure non-contamination of cargo during transportation, and timely delivery. Proper cleaning of tanks is very important in order to avoid contamination, he said.

Mr Anand Sheth, Director, BOLT, said that because of competition there is cost pressure on LSPs from shippers. Tank operators as well as shippers should be aware of the IMDG Code so that they know what should be done if something goes wrong and, in such a case, what should be done to ensure that the least amount of damage is caused. He also said that traders, who are generally only interested in their margins, should have proper knowledge of the kind of cargo they are buying and selling. He stressed on the importance of training for all involved in the handling and movement of haz cargo.

Dr Jignesh M. Desai, General Manager – QA, Navin Fluorine International Ltd, called for consolidation of the different rules and regulations, for sea, road, air, that are currently in place for the handling and movement of haz cargo.

Second Technical Session – Containerised Cargo & Multimodal Connectivity – An Overview



Panelists in the Second Technical Session were (from left) Mr Rajan Nair, Mr Kaushik Datta Sharma, Mr Zubin Shah, Mr Anand Sheth, Mr Shyamal Kumar Bakuli, Mr Devesh Shrivastava, Mr Darshan Ghodawat and Mr Prashant Popat



Mr Kaushik Datta Sharma



Mr Anand Sheth



Mr Zubin Shah



Mr Prashant Popat

Mr Kaushik Datta Sharma, Senior Vice-President - Liner Division, Parekh Group, said that unlike earlier, the Vadodara and Gujarat trade today has multiple gateway port options, including Hazira and Mundra. Lines that call at Nhava Sheva do call at one of the Gujarat ports. Most of the services that call at Nhava Sheva call at Mundra, he said. Opting for the closer Gujarat gateways facilitates cost saving; and adequate containers should be made available to the trade in the region, were some of the other points made.

Mr Anand Sheth, MD, CKB Group of Companies, said that LSPs do guide shippers on what port to choose, which depends on a number of factors like whether there are direct services from the port, proximity of the shipper's factory to the port, transit time, cost of movement, ease of operation at port, CFS facilities, rail connectivity from ICD, availability of equipment, etc. He highlighted that today a majority of Gujarat originating cargo goes to Gujarat ports. On IT and digitisation, he said that Customs has embraced IT in a big way, and also made the point that going ahead freight will be commoditised whether one likes it or not. It will be available on portals for people to pick and choose. In such a scenario, the pure CHA/Custom broker would have to evolve and the first mile-last mile service offered would be a key factor in choosing an LSP.

Mr Zubin Shah, Director – International Freight Forwarding and Projects, Liladhar Pasoo Forwarders Pvt. Ltd. said that most Gujarat shippers today see the benefit of opting for Gujarat gateways, which includes cost saving. The point was also made that shippers today are more understanding on paying for good service. Digitisation is the future and we have to move towards it. There is no other choice, he stressed.

Mr Prashant Popat, Director, Velji Dosabhai & Sons Pvt. Ltd. too made the point that digitisation is here to stay, and that forwarders/LSPs will have to evolve with the times. However, the entire supply chain cannot go digital. Human intervention will remain in certain areas, he said.



Mr Darshan Ghodawat



Mr Rajan Nair



Mr Devesh Shrivastava



Mr Shyamal Kumar Bakuli

Mr Darshan Ghodawat, MD & CEO, AVA Global Logistics LLP, said that Vadodara, which is described as the Cargo Valley, needs a touch of Silicon Valley—and that's technology. However good the physical infrastructure, without technology it would be much less effective. Technology will bring down costs. The smart container is a good recent example of technology. Customs is also now making things simpler through technology, it was pointed out. It's high time that forwarders/LSPs too changed in keeping with the changing times, he stressed.

Mr Rajan Nair, Owner, Alltime Shipping, said that LSPs can guide shippers on which port to choose, based on cost and other advantages, but ultimately it is the shipper's decision. Here too there is a mindset hesitant to change. He also made the point that shippers should have a logistics department with skilled personnel in their companies, and called for good coordination between LSPs and shippers for planning and facilitating seamless movement. Do not use LSPs for finance, their job is to provide value-added services, he emphasised.

Mr Devesh Shrivastava, Asst V-P, General Manager, Welspun India Ltd, said that for the shipper ocean freight and inland freight at origin and destination are very important. He stressed that reliability is the key aspect that needs to be ascertained in shipping lines, freight forwarders and other LSPs.

Mr Shyamal Kumar Bakuli, General Manager (Customer Commercial Services), Grasim Industries Ltd, also made the point that for a shipper, reliability is the key factor to look for in an LSP. He lauded the services offered at Hazira port.

Third Technical Session – Growing EPC, Heavylift & Project Cargo Movement - Issues & Expectations



Expressing their views in the Third Technical Session were (from left) Mr Suhas Labde, Mr Tapan Sahu, Mr Anurag Chaturvedi, Mr Kalpesh Jagani and Mr Jay Kumar Patro



Mr Kalpesh Jagani



Mr Suhas Labde



Mr Anurag Chaturvedi



Mr Tapan Sahu



Mr Jay Kumar Patro

Mr Kalpesh Jagani, President - Business Development, Sarjak Container Lines Pvt. Ltd, said that carriers are strategic partners in creating awareness about loading project cargo on container vessels, which is done through special equipment like flat racks, open tops, etc. Vadodara has huge potential for project cargo logistics and the advantage of nearby ports like Mundra, Hazira and Pipavav. LSPs do face challenges, but their job is to direct customers on where to move, how to move, etc. so that the cargo is delivered seamlessly and on time, he added.

Mr Suhas Labde, President & COO - Projects & Engineering, NTC Logistics India (P) Ltd, made the point that while there are challenges in project cargo movement, some key policy changes have been brought about like introduction of e-waybill, online permissions, e-publishing of the relevant gazette notifications, etc. which are positive developments.

Mr Anurag Chaturvedi, Asst V-P, ABB Ltd, said that while the services of LSPs have improved in recent years, there is scope for further improvement, in areas like quality, safety, etc. ABB has a global-standard selection procedure for LSPs, which allows them to perform to their full potential, he said. Among the key criteria it looks for in LSPs, besides the capability to handle its cargo, is adherence to employee health and safety norms and, importantly, compliance with all the relevant government rules and regulations.

Mr Tapan Sahu, Head of Services - (Logistics, IT Procurement, EXIM) – Larsen & Toubro Power, pointed out that today there is a lot of awareness among shippers about logistics, and safety is of paramount importance. He said his company brings on board vendors who are qualified to do specific jobs, meaning there is segmentation, under which are identified a set of LSPs for general cargo, another set for project cargo, etc. He lauded cabotage relaxation, saying it will facilitate the coastal movement of project cargo, and praised the visionary maritime-related policies of the Gujarat government. He also called for simplification of GMB's permission procedure for use of private jetties, and added that the proposed development of the state's Tapi and Narmada rivers as waterways is a good move. He also suggested focus on Transport Engineering in educational institutions.

Mr Jay Kumar Patro, Team Leader - Supply Chain Management (Logistics), Andritz Hydro Pvt. Ltd, made the point that as a manufacturer, logistics for it is the last stage of the supply chain. As a project cargo shipper, it prefers LSPs that provide single window solution for moving the cargo from factory to port, loading on to the vessel, etc., which is beneficial overall.



CTL 2018 WITH HAZCHEM 2018 SHIPPER & LSP LUCKY DRAW WINNER LIST

Shipper	LSP
Person Name	Company Name
Mr Pratik Patel	Nico Orgo Manures
Mr Roshan Bhavnani	Transpek Industry Ltd
Mr Hardik Patel	Prakash Chemicals International Pvt. Ltd
Mr Tapan Sahu	Larsen & Toubro Power
Person Name	Company Name
Mr Satyen Desai	Chinubhai Kalidass & Bros.
Mr Raghuraj Rana Sisodiya	Emirates Shipping Agencies (India) Pvt. Ltd
Mr Suresh Pillay	NTC Logistics India (P) Ltd
Mr Bhushan Vaidya	Chinubhai Kalidass & Bros.

Well-deserved felicitations

For Lifetime Contribution towards the growth of Vadodara region trade



Mr Rohit Brahmbhatt, Shiv Enterprise

For contributing towards the growth of Vadodara region trade



Goodrich Maritime Pvt. Ltd (NVOCC)

For contributing towards the growth of Vadodara region trade



MSC Agency (India) Pvt. Ltd (Shipping Line)

For contributing towards the growth of Vadodara region trade



CKB Group of Companies (Freight Forwarder)

For contributing towards the growth of Vadodara region trade



Tulsi Logistics Pvt. Ltd (CHA)

For contributing towards the growth of Vadodara region trade



ABB Ltd (Shipper)

For contributing towards the growth of Vadodara region trade



Mr Rajan Nair, Owner, Alltime Shipping (Outstanding Contribution)

For contributing towards the growth of Vadodara region trade



Vadodara Steamer Agents Association

For contributing towards the growth of Vadodara region trade



Vadodara Customs House Agents Association