

Cargo Shop 2018 - Shippers & LSP Forum has the Pune trade engrossed

Successful maiden event in key cargo hub

PUNE: CARGO Shop 2018 - Shippers & LSP Forum, on October 13, 2018 at Hotel Hyatt Regency, Viman Nagar, Pune was an unequivocal success. The first such event in Pune and *Exim India*'s maiden conference in this key cargo hub was highlighted by a line-up of eminent speakers and panelists from the region and beyond, and a full house of delegates from across the spectrum, including a large number of shippers representing many of the leading manufac-



Saturday - 13th October 2018
Hyatt Regency, Viman Nagar, Pune

ers in the region.

The theme of the Forum was 'Pune - The Mega Cargo Hub - Logistics Challenges & Opportunities'.

The event comprised an inaugural session, followed by two technical sessions, which saw a slew of thoughtful opinions and interesting perspectives expressed. The two panel discussions were

highly engrossing, with focused queries on the relevant issues and noteworthy viewpoints. Audience participation made them even better.



Mr Yashodhan A. Wanage addressing the Inaugural Session as (seated from left) Mr Jacob George, Mr Shantanu Bhadkamkar, Mr Mukesh Oza, Mr Pawan Kumar, Mr Ramesh Babu and Mr Pradeep Kale look on

Inaugural Session – Today & Tomorrow in Shipping & Logistics



Mr Shantanu Bhadkamkar



Mr Pradeep Kale



Mr Ramesh Babu

Mr Shantanu Bhadkamkar, MD, ATC Global Logistics Pvt. Ltd, in this theme presentation, said that Pune is a true mega cargo hub, and is especially known abroad for its hi-tech industries.

Mr Pradeep Kale, President, Pune Custom House Agents' Association, stressed on the need for clearing Pune cargo in Pune ICDs. Many companies are not aware of the infrastructure and facilities available at Pune ICDs, he said, adding that the trade will get the best of services in Pune.

Mr Ramesh Babu, MD, Seashell Logistics Pvt. Ltd, in his special address, emphasised on the importance of LSPs providing value-added services to their customers. He also lauded the government for its many progressive policy initiatives.



Mr Jacob George



Mr Mukesh Oza



Mr Pawan Kumar



Mr Yashodhan A. Wanage

Mr Jacob George, Head Exim Logistics, Thermax Ltd, in his keynote address, highlighted the need for customer-centricity, reduction in cycle time, optimisation of containers and freight, avoiding detention and demurrage charges, delivery of documents on time, etc. He suggested that Customs should work 6 days a week in two shifts at least at the Major Ports, shipping lines/CHAs should work 24/7, and there should be increased frequency of sailings on busy routes, among others.

Mr Mukesh Oza (Guest of Honour), Group President & CEO, Samsara Group, called for the setting up of a empty container bank/cooperative in Pune in order to facilitate the availability of equipment and save the cost involved in moving boxes to and fro. Pune can be a cargo hub for the region and beyond, he said, adding that it is a most fertile market for LSPs in western India. He stressed on building a strong relationship between lines, agents, industry and LSPs in a most transparent manner. He also called on Mumbai Port to provide enhanced services for break-bulk cargo.

Mr Pawan Kumar (Guest of Honour), IRS, Additional Commissioner, Customs Commissionerate, Pune, said the Customs too now considers itself a logistics service provider. He highlighted that Customs has been coming out with a lot of initiatives to facilitate the trade, including for air cargo. He urged the trade to apply for AEO status, part of the move towards a trust-based regime. The certificates will be granted in Pune.

Mr Yashodhan A. Wanage (Chief Guest), IRS, Deputy Chairman, Mumbai Port Trust, said that MbPT is committed to the Pune trade. He highlighted the government's trade facilitation initiatives like Sagarmala, pointing out that Mumbai Port has added 2.5 million tonnes of capacity in the last two years. This has led to vessels not waiting for berth and reduced turnaround time. Other initiatives like 24/7 operations and stevedoring reforms have resulted in increased productivity at the port. He also talked about the opportunities in coastal shipping, especially for the automotive sector and project cargo, through Mumbai Port.

First Technical Session – Containerised Cargo & Hinterland Connectivity (Air & Road) – An Overview



Participants in the First Technical Session were (from left) Ms Jane Nazareth Basu, Mr Darshan Sheth, Mr Anand Paranjape, Capt. Inderpal Singh, Mr Pramod Sant, Mr Vinod Sharma, Mr Ajay Singh, Mr Ashim A. Patil and Mr T. Venkataraman



Ms Jane Nazareth Basu



Mr Darshan Sheth



Mr Anand Paranjape



Capt. Inderpal Singh

Ms Jane Nazareth Basu, Sourcing Director - Corporate Indirect Purchasing, Cummins India Ltd, said her requirement from LSPs is just-in-time facilitation; the cargo should be seamlessly Customs cleared so that it is available at the company's factories ASAP. She wanted airlines and other agencies to put in place procedures and practices that will facilitate faster clearance and cargo handling. Nhava Sheva is currently the main port of choice. The hinterland logistics costs from Pune make Gujarat ports unviable at the moment, she said.

Mr Darshan Sheth, Partner, CKB Group of Companies, said that most shippers expect LSPs to handle the entire logistics, including packaging. This is where the value addition of LSPs comes to the fore. He emphasised that LSPs are striving to provide everything under one roof, such that shippers need not be bothered about any logistics issue, including interpretation of policies/notifications.

Mr Anand Paranjape, Founder, EXIM Integrated Club, pointed out that Customs, Custom brokers and exporters-importers need to be congratulated for successfully implementing the e-governance practices. He stressed that all the relevant registrations, permissions, etc. should be enabled regionally instead of one requiring to go all the way to Nhava Sheva or elsewhere. EXIM Integrated Club integrates all service providers under one roof and promotes Pune as a cargo and logistics hub, he added. He also called on lines to place boxes in Pune and provide them to all ICDs.

Capt. Inderpal Singh, VP, MSC Agency (India) Pvt. Ltd, said that Pune has seen a sea change in the last 10-15 years, especially after the Mumbai-Pune Expressway was developed which boosted connectivity tremendously. It is a very important location for shipping lines as it generates huge volumes of cargo. Lines would be willing to place more boxes in Pune but there is a cost involved, he said. The key issue regarding cargo movement from Pune is the time taken on the Panvel-Nhava Sheva stretch, he pointed out.



Mr T. Venkataraman



Mr Vinod Sharma



Mr Ajay Singh



Mr Pramod Sant



Mr Ashim A. Patil

Mr T. Venkataraman, MD, Goodrich Maritime Pvt. Ltd, stressed on retaining Pune cargo for Pune clearing agents, for which he said a mindset change is required. He emphasised that there exists huge opportunities in Pune for servicing all types of cargo. Besides, there is tremendous potential for export to Afghanistan and CIS countries. He also lauded the proactive Pune Customs.

Mr Vinod Sharma, Immediate Past President, PCHAA (Best Agency), highlighted the need for choosing an organised transporter for cargo movements. He suggested that lines could ask ICDs for free storage of empty boxes, which would generate business for both. He also called for creating more awareness of the trade facilitations available in Pune.

Mr Ajay Singh, Head Supply Chain Management, Aquapharm Chemicals Pvt. Ltd, talked about the difficulties sometimes faced due to congestion outside port, resulting in increased transit time, as well as the high time taken in bringing the cargo to the factory location from the port. He also made the point that his company's cargo is cleared at Nhava Sheva.

Mr Pramod Sant, Vice-President, Head of Export/Imports and Export Control and Customs, Siemens Ltd, India, said Pune has a long way to go before it can emerge as a cargo airport, the reasons being lack of global connectivity, lack of freighters, etc. He, however, expressed happiness that it is emerging as an export gateway for perishables, and called for bringing in more air imports into Pune so that there is trade balance which will facilitate further growth in cargo movement.

Mr Ashim A. Patil, MD & CEO, Infotek Software & Systems (i-TEK RFID), highlighted that RFID or wireless ID is today a key factor in logistics, used in container tracking, gate automation at terminals, track and trace at warehouses, and weighbridge automation. Besides, he pointed out that self-sealing has been allowed to be done using RFID seals, which is based on trust. The container is generally not opened if the seal has not been tampered with. He also said that the new Circular 19 is an extension of this for import cargo, for goods which are deposited or removed out of a Custom bonded warehouse. It will be implemented soon.

Second Technical Session – Challenges & Opportunities in Project Cargo & Auto Logistics



The Second Technical Session had as panelists (from left) Mr Tushar Ranpara, Capt. Aniket Patwardhan, Mr Darshan Ghodawat, Mr Kalpesh Jagani, Mr Christopher Phillips, Mr Abhijeet Kale, Mr Ugo Vincent, Mr Yashodhan A. Wanage, Mr Raj Deepak Bhargava, Ms Malini Dutt, Mr Suhas Labde, Mr Animesh Kumar and Ms Shraddha Chavan



Mr Shantanu Bhadkamkar



Mr Yashodhan A. Wanage



Capt. Aniket Patwardhan



Mr Ugo Vincent



Mr Suhas Labde

This session was moderated by **Mr Shantanu Bhadkamkar, MD, ATC Global Logistics Pvt. Ltd.** A point he made was that today deduction and non-payment are real concerns for logistics service providers.

Mr Yashodhan A. Wanage, IRS, Deputy Chairman, Mumbai Port Trust, highlighted that Mumbai Port has increasing opportunities for automobile and project cargo handling. It is looking at enhanced PDI and multi-level parking facilities for automobiles. For project cargo, there is scope for barging in shipments from nearby jetties like Dharamtar, etc. so that movement in the city can be avoided. There are also opportunities for coastal movement through the port. Mumbai Port welcomes any proposal that brings value to the port and the trade, he said.

Capt. Aniket Patwardhan, Country Sales Manager, Höegh Autoliners, emphasised that Mumbai Port is the best gateway option for the Pune automobile hub. Automobile exports through the port have the potential to grow further. He highlighted that Höegh offers weekly services from the port to Africa, the Americas and Europe, adding that vehicles are today exported from India to the developed world as well.

Mr Ugo Vincent, MD, CMA CGM Agencies India, pointed out that CMA CGM has lots of services connecting India, which also carry break-bulk/OOG/heavy lift cargo. Handling such cargo is not something new for the line, it has the expertise, he said, adding that there is today a lot of demand for carrying project cargo in containers. And a variety of such cargo can be shipped. CMA CGM has project cargo divisions worldwide, including in India. The segment has seen double-digit growth in the last 3 years, he said.

Mr Suhas Labde, President & COO - Projects & Engineering, NTC Logistics India (P) Ltd, while discussing some of the challenges in road movement of project cargo, said that, in loading and planning, frequent changes in scheduling of cargo as well as in dimensions and weights is an issue. In transit, there are certain GST-related issues. He suggested that such liabilities for a transporter has to be limited and they require certain exemptions. There has to be proper coordination between all the stakeholders in facilitating seamless project cargo movement, he said.



Mr Darshan Ghodawat



Mr Tushar Ranpara



Mr Kalpesh Jagani



Mr Raj Deepak Bhargava

Mr Darshan Ghodawat, MD & CEO, AVA Global Logistics LLP, stressed that the use of technology is extremely important to bring in efficiencies. Technology can be used in planning, route survey, for live updates, vehicle management, etc. It is high time forwarders realised that technology has to be adopted or else they risked becoming obsolete. Vision without execution is hallucination, he said.

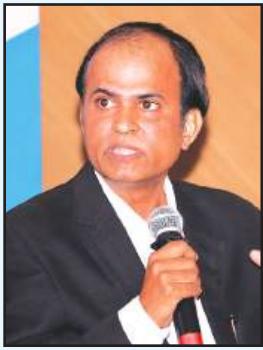
Mr Tushar Ranpara, MD, EPT Global Logistics Pvt. Ltd, called for the proper implementation of policies, not in a piecemeal manner. Different departments formulate policies, but in implementation the entire supply chain is not taken cognizance of. All stakeholders need to be part of this, otherwise there is no benefit to the trade, he said.

Mr Kalpesh Jagani, President - Business Development, Sarjak Container Lines Pvt. Ltd, said Pune offers increasing opportunities for handling project cargo in containers through special equipment, which is a growing trend. A variety of special equipment is available today and container lines have the capability to accept project cargo. Weekly sailings, fixed transit times, transparency in costs, etc. are some of the advantages of using container vessels, he said.

Mr Raj Deepak Bhargava, Senior Member and Founder President, PCHAA (Avignon Shipping Co.), pointed out that though the small ports that have come up on the west coast can be considered as alternatives, they lack infrastructure and connectivity. On the facilitation of technology, he talked about exporters being able to monitor their containers right till entry inside the port through GPS system and RFID seal.



Mr Christopher Phillips



Mr Animesh Kumar



Ms Malini Dutt



Mr Abhijeet Kale



Ms Shraddha Chavan

Mr Christopher Phillips, Director – Chartering – Bulk/Project/ Steel, Seatech Shipping & Projects India Pvt. Ltd., said that the Mumbai-Pune link for project cargo has been positive and will continue to grow, with Mumbai Port being the ideal gateway. It has the infrastructure, no congestion and worldwide connectivity. Project cargo can also be consolidated at the port for picking up by tramp operators, he said.

Mr Animesh Kumar, Director & CEO, PDP Shipping & Projects Ltd, talked about the increasing movement of project cargo through container vessels. Earlier, terminals were not so open to this. Now things have changed, he said. He stressed that innovation by project logistics service providers is not 'jugaad' technology but true value addition which needs to be appreciated. One has to be open to innovation and constructive suggestions to grow in all respects. He also gave examples of some of the innovative projects handled by his company.

Ms Malini Dutt, India Representative, Antwerp Port Authority, stressed that Antwerp is more than just a gateway port. It considers itself as one of the players in the supply chain and presents solutions in terms of cost and time. While it has strong multimodal hinterland connections to Europe, it is also deeply into value-added logistics. The port facilitates JIT logistics, has huge warehousing space, an industrial zone where companies can put up facilities, an auto vehicle processing centre, facilities for consolidation and industrial packaging of project cargo, etc.

Mr Abhijeet Kale – DGM Exports & Projects, POSCO – India Steel Distribution Centre Pvt. Ltd, said that given the phenomenal growth in cargo volumes, the government should have a long-term perspective on infrastructure development like highways and especially connectivity to the gateway ports. If road connectivity improves, so will the volume of ports, he stressed. He also called for certain facilitations for coastal shipping to be economically viable for shippers.

Ms Shraddha Chavan, Senior Executive - SCM & Logistics –Project, Force Motors Ltd, said that with many foreign majors putting up units in India, it should be easier to bring in capital goods, plants, etc. into the country. LSPs should provide one-stop services which could also include engineering inspection expertise. She called for again allowing import of second-hand capital goods under EPCG, faster project movement quotations, expeditious vessel bookings, etc. LSPs should educate shippers about the provisions regarding project and haz movement, she added.

Felicitations/Lucky Draw

Another highlight of the event was the felicitations (see box) for contribution to the Pune and ex-im trade. There was also separate Lucky Draws for shippers and LSPs at the end of each session, with a gold coin as the prize (see box).

A Consultant Clinic, manned by ex-im trade and logistics experts, was also appreciated by the trade.

As the event concluded with networking cocktails and dinner, it was clear that the Pune trade wanted Cargo Shop to be back again.

Felicitations

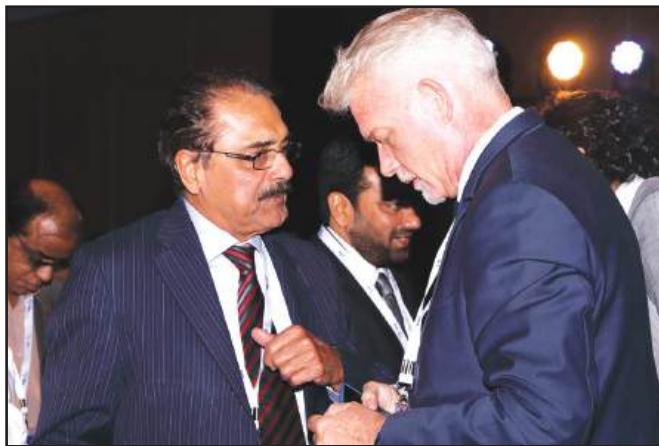
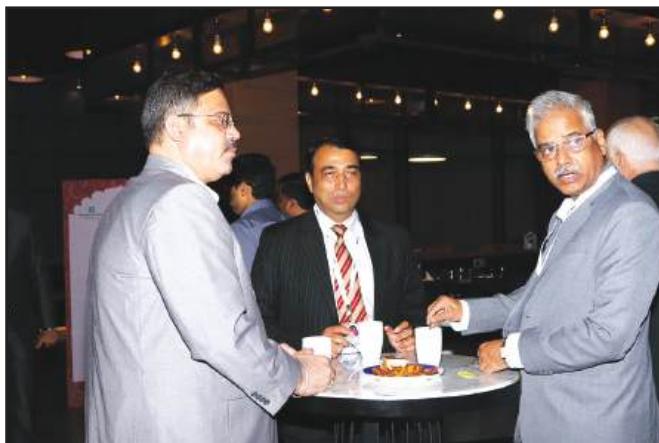
- ★ **Mr S. Y. Ranade** - Lifetime Contribution towards the growth of Pune trade
- ★ **Mr Pramod Sahasrabhojane** - Lifetime Contribution towards the growth of Pune trade
- ★ **Pune Customs** - Contribution to the growth of ex-im trade
- ★ **Samsara Group** - Contribution to the growth of Pune trade
- ★ **POSCO - India Steel Distribution Centre Pvt. Ltd** - Contribution to the growth of Pune trade
- ★ **Best Agency** - Contribution to the growth of Pune trade
- ★ **Avignon Shipping Co.** - Contribution to the growth of Pune trade
- ★ **KSH Distriparks Pvt. Ltd** - Contribution to the growth of Pune trade
- ★ **Pune Custom House Agents' Association** - Contribution to the growth of Pune trade
- ★ **EXIM Integrated Club** - Contribution to the growth of Pune trade

CARGO SHOP 2018 SHIPPERS & LSP LUCKY DRAW WINNER LIST

Shipper	LSP
Person Name Mr Vilas Patil Mr Hemant Alaknure Mr Amitendu Daass	Company Name Kalyani Steels Ltd Bajaj Auto Ltd Oriental Rubber Industries Pvt. Ltd
Person Name Mr Ajay Parihar Mr Robin Dharmani Mr Lalit Kane	Company Name Seashell Logistics Pvt. Ltd United Liner Shipping Services LLP Seabird Marine Services Pvt. Ltd

Enthusiastic trade participation





Commendations pour in

Mr Shantanu Bhadkamkar, MD, ATC Global Logistics Pvt. Ltd

CONGRATULATIONS! It was a great event.

Ms Malini Dutt, India Representative, Antwerp Port Authority

Thank you so much for a wonderful event. It was my pleasure to be a part of it.

Mr Pradeep Kale, President, Pune Custom House Agents' Association

I personally thank you for organising such a wonderful event in Pune wherein all stakeholders gathered under one roof. It was very knowledge sharing experience and very good for Pune trade. It will be very helpful in the development of Pune trade and I am expecting more business in Pune ICDs. On behalf of Pune Custom House Agents' Association, I thank you for the event and we assure you to actively participate in future events.

Mr Nikhil Oswal, CEO, World Trade Centre (Pune)

It was great to be part of the event and help to organise a meaningful event that was really beneficial to both cargo owners and service providers. The knowledge sharing experience by an array of thought leaders in international trade was beneficial to the large no. of participants. Team Exim under your leadership got a new zest in Pune international trade with Cargo Shop 2018. The business forum will help one and all. The event theme, format and execution were aptly managed and is sure to benefit scores of exporters and importers in Pune. It was a great opportunity for WTC Pune to support such a meaningful dialogue in Pune

Capt. Aniket Patwardhan, Country Sales Manager, Höegh Autoliners

Event was a success and was very well attended. All participants were enthusiastic and were happy that such a gathering was held in Pune which is a manufacturing hub. It was your bold decision to conduct such event for the first time. We must say that you and your team excelled all the expectations.

Mr Christopher Phillips, Director-Chartering-Bulk Project/Steel, Seatech Shipping & Projects (I) Pvt. Ltd

Indeed it was a pleasure to attend the event with good participation from the industry. Wishing Exim all our best wishes for your forthcoming shipping events.

Ms Shraddha Chavan, Senior Executive – SCM & Logistics-Project, Force Motors Ltd

Thanks for organising this event and giving me this opportunity. All event structure, arrangement was very good even though it was the first event organised by you in Pune.

Mr Srikant V. Bhagavatula, Founder, Exim Integrated Club

The event was well organised and attended by industry and trade veterans who highlighted, discussed current issues being faced by them and solutions offered for promoting Pune trade and industry. Exim Integrated Club feels proud to be associated with your esteemed organisation and would support any future activities around Mumbai at all times.

Mr Anand Paranjape, Founder, Exim Integrated Club

We Punekars always treasured Exim India newsletter for its high standard of content, pan-India coverage and latest news and information, but with this trade event you have generated a special place in Pune ex-im trade. The event was organised in an exceptional manner with top trade and industry panel members, timely breaks to keep the guests always engaged, covering all major aspects, highlighting pain points and probable solutions which we Exim Integrated Club is promoting in Pune as well as on pan-India basis. Exim Integrated Club feels proud to be associated with your esteemed organisation and will always support all activities you look forward to organise in all cities having our presence. Our heartfelt best wishes and congratulations to your team for all their efforts in successful execution of the event.

Mr Rajiv Sathe

It was a great event. I enjoyed it.

Mr Jacob George, Head Exim Logistics, Thermax Ltd

Congratulations for organising such an event in Pune. This was well received by all.

Mr Niranjan Joshi, Assistant General Manager, CMT

We very sincerely appreciate your efforts in arranging such an encouraging and successful seminar. The enthusiastic attendance and active participation by one and all is evident of same.

Mr Krishna Sasawade, Sales Manager, Samsara Shipping Pvt. Ltd

Thanks very much for initiating and organising this beautiful event. This will really help to grow Pune trade.

Mr Robin Dharmani, Senior Executive Sales & Marketing, United Liner Shipping Services LLP

I would like to thank you and congratulate you for the event organised on 13th October at Hyatt Regency, Pune. It was an event where people from every level of the shipping fraternity came, discussed ideas and tried to find solutions to the problems of the Pune trade and the trade as a whole. We learnt a lot at this beautiful platform to network and know senior people within the industry. We look forward to such events in the future as it helps us update our knowledge and understand the newer trends of the business. Since the time I joined this trade, I have always had an Exim newspaper besides me; today we know that there are so many avenues you're touching.

Mr Nikhil Dandekar, Manager Sales, Associated Container Line Pvt. Ltd

We would like to take this opportunity to thank you for organising such a wonderful event for the first time in Pune, and bringing the trade in Pune together on one platform.