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Indian Maritime **HEROES 2010**

The business leaders who, through the power within themselves, have weathered the storm and surmounted mountains of challenges through winding paths to reach the pinnacle of success. Their mission to scale new heights keeps them and their teams going and glowing.

Expanding Capacities at Ports & Terminals: New Challenges

Get the Start Right



All the ports in India will be required to handle about 2.5 billion tonnes of cargo by 2020 and to this extent, the Shipping Ministry is working on a 10-year action plan for the maritime industry, announces K Mohandas, Secretary, Ministry of Shipping. To handle such colossal cargo quantities, it is essential to beef up port capacities. Looking at the ideal capacity utilisation of 70 per cent, Indian ports need to expand their capacities and achieve operational efficiency. They are increasingly confronted with pressing need for expanding their facilities and cargo handling productivity. The need of the hour is to fast-track expansion projects at both major ports and private ports and to add greenfield ports with a high degree of automation.

As ports are gearing up to face growing demands, the recent Annual Maritime Gateway CEO Forum got its teeth into relevant issues. Organised recently at the Leela Kempinski in Mumbai, the forum focused on the theme – **Expanding Capacities at Ports and Terminals: New Challenges**. Participants engaged in an interactive session on issues faced by port developers, concessionaires in PPP projects in the process of building port capacities and immediate steps for a smooth process to enable port capacities.

The panelists in the CEO Forum were Rajeeva Sinha,

Wholtime Director - Mundra Port & SEZ Ltd, Prakash Tulsiani, Managing Director - APM Terminals Pipavav, Biplav Kumar, Chairman - Paradip Port Trust and Oz Ozturk, Chief Technology Officer - Arshiya International Ltd. Shantanu Bhadkamkar, Vice Chairman and Convenor, FFFAI, moderated the discussion.

Discussing the issue of concession agreement in PPP projects, Rajeeva Sinha advocated that such agreements should be treated as sacrosanct and the government should not change / revise the terms and conditions too often. "Concession agreements should





be drafted tight at the initial stages and should not be subjected to unnecessary meddling in the name of revisions, as it defeats the purpose of PPP”

The government, along with the developers, is required to shoulder collective responsibility of the project for clearing hurdles during the initial stages and execution. He further added that in any port project, technology infrastructure has to be established at the beginning of the project rather than in the middle. “This can eliminate to a large extent the huge costs associated with customisation,” Sinha said.

Speaking about port-led development, Prakash Tulsiani opined that cities have to be brought to ports rather than ports commencing operations in cities. He quoted the example of ports in Mumbai that were built in the existing city. JNPT, which is just 20 years old, has already begun to face severe congestion problems in evacuating containers and providing hassle-free connectivity. It therefore becomes rational to develop a port first and then develop a city near it. This will ease the problems of

connectivity and evacuation. China, he added, builds mega infrastructure ahead of the demand and development follows automatically.

Biplav Kumar touched upon the burning issue of land acquisition for port expansion and connectivity projects – a major roadblock for infrastructure development projects. In spite of being a government-owned major port, Paradip also faces the issue of land acquisition for its projects. Kumar said projects, which should either have started operations or have been completed, are getting stalled as land owners are demanding high price for their property.

Ozturk highlighted the connectivity issues between ICDs in the hinterland and gateway ports. He also shared with the panel that Arshiya International may, in the future, look at investing / buying out ports in India. On the face of it, a logistics company buying a port as part of vertical integration is relatively a new concept. Usually, ports or

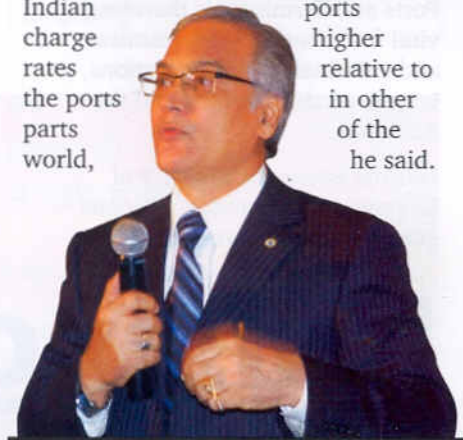


PPP project agreements

They should be treated as sacrosanct and the terms & conditions should not be changed / revised by the government too often.

shipping companies enter into logistics business. But this is a new initiative that may further change the dynamics of the maritime sector.

In the question & answer session, Capt Dinesh Gautama, Vice-Chairman, Container Shipping Lines Association raised the issue of higher port charges. Indian ports charge rates the ports parts world, higher relative to in other of the he said.



Responding to his query, Rajeeva Sinha wondered why Indian ports are not making profits if they are charging higher rates. He said the EBITDA of major ports staggers between 30 and 50 per cent. “If the ports are making more money out of higher charges, then this percentage should be higher,” he said. He also clarified that the higher charges are due to the inefficiencies that seeped in due to poor infrastructure and handling. “If such inefficiencies are removed, then our ports are as good as any top performing international ports,” he added.

Sinha agreed with Capt Gautama that our pieces of legislation on shipping and ports need to be revised. For example, lighthouse charges that are still being enforced at ports can be done away with, he opined. **MG**





Expanding Capacities at Ports & Terminals:

Technology @ Ports & Terminals, the third in the Gateway Knowledge Forum series organised by *Maritime Gateway* at The Leela Kempinski in Mumbai on November 12, 2010 was well-received and appreciated by the industry and trade. The day-long conference brought government representatives and stakeholders in the ports and the shipping sectors to deliberate on technology which is inevitable for successful port and shipping operations in an emerging economy like India. Technology at Ports and Terminals is therefore vital for ensuring safe, seamless and sustainable port operations, concurred the speakers and the delegates.

Hon'ble Secretary, Ministry of Shipping, K Mohandas, the chief guest of the inaugural, called



Raising the Bar High through Technology



New IPPTA Logo

The new logo of the Indian Private Ports & Terminals Association was unveiled by Shipping Secretary K Mohandas during the inaugural of the Technology Summit. R Kishore, President of IPPTA said the new logo symbolises the association's mission to promote the ports sector in India. Secretary General of IPPTA S Kulkarni, and Treasurer Kevin D'Souza were present during the unveiling ceremony.

upon the maritime fraternity to make the best use of technology to uphold standards in safety, security, efficiency and environment. Dwelling on the theme of the day, he said the industry. Mr Mark Rogers, Director of Security, Global Operations - DP World, Dubai, expressed the need for the maritime sector to focus on global supply chain security technologies and procedural initiatives.

The one-day conference that followed had three focused sessions, each structured in a presentation format followed by a panel discussion and Q&A interaction with the audience. The evening marked the Annual Maritime Gateway CEO Forum and the presentation of the Annual Indian Maritime Gateway Awards 2010.



Session I
**Protecting Ports,
Terminals & Cargo**

Dr Prabhakaran Paleri, *Former Director General, Indian Coast Guard*

Col Brijesh Kumar Singh, *Head - Administration & Security, APM Terminals Pipavav*

Capt Ankit Vaishnav, *CEO, Mundra International Container Terminal*

Mr Chandran Mathavan, *GM (Asia), Titan Maritime (SEA) Pte Ltd, Singapore*

Session II
**Improving Operational
Efficiency**

Mr Rajeeva Sinha, *Director, Mundra Port & SEZ Ltd*

Capt Rohit Suraj, *Regional Director, TBA Asia Pacific*

Mr Vineet Malhotra, *Senior Vice President, Kale Consultants*

Mr Prakash Rao, *Asst. Vice President - Marketing, ABB Marine Solutions India*

Mr Vinay Khajla, *Commandant, CISF unit, Mumbai Port Trust*



Session III
Sustainable Development

Capt Ram Ganesan, *AVP - Business Development, JSW Port division*

Mrs Nafeesa Moloobhoy, *Managing Partner, A S Moloobhoy & Sons*

Mr Ojas Doshi, *Managing Director, Forsenia Engineering Pvt Ltd*

Mr Nandan Kilpady, *VP - Business Development, Essar Ports & Terminals*





People are the Power

India Maritime Human Resources Summit, the fourth in the Gateway Knowledge Forum series organised by Maritime Gateway at Taj Coromandel, Chennai on November 27, 2010 was well-received and brought together the government, the industry, the academia and trade. Maritime Gateway collaborated with the Indian Maritime University to organise the forum. The day-long conference brought government representatives, senior management of ports and shipping companies and heads of various maritime institutions from all over India on to a common platform to deliberate on the need to promote seafaring and allied maritime careers.



Session I

Go to Sea campaign

Dr P Misra, Principal Officer, Mercantile Marine Department, DG Shipping

Capt James Robinson, President, The Nautical Institute, UK

Mr Kuba Szymanski, Secretary General, InterManager

Capt Rajesh Tandon, MD & Operations Director, Manpower Services, V Ships India Pvt Ltd

Dr L R Chary, Maritime Consultant, Professor Emeritus, AMET University (Session Moderator)

Session II

Maritime Education in India and Abroad

Capt K Vivekanand, Pro Vice Chancellor, Vels University (Session Moderator)

Capt Rod Short, Executive Secretary, GlobalMET Limited & Global Maritime Education & Training Association, New Zealand

Mr Swapan Das Sarma, Director, Teledata Marine Solutions Ltd & President, International Maritime University

Capt S Krishnamurthi, Asst Vice President (Op), Sanmar Shipping Ltd





Union Minister of Shipping Thiru G K Vasan was the chief guest of the inaugural session. The Minister released the special HR issue of Maritime Gateway and presented the Gateway Awards of Excellence in Maritime Education to five best performers in the field of maritime education. He congratulated all the recipients of the awards and urged them to strive for greater heights in excellence.

Speaking on the occasion, the minister called upon the industry to encourage women in seafaring by providing them better accommodation in ships and a gender-friendly environment on board. "Today, women are excelling in all sectors and there is no reason why the maritime sector should be the exclusive preserve of males," the minister said.

Seafarers, the minister noted, are truly the unsung heroes who have

been taking our civilisation forward. He lauded the efforts of the Indian Maritime University and Maritime Gateway for organising a timely summit on a topical theme.

Chairman of Chennai Port Trust Atulya Misra and IMU Vice-Chancellor Dr P Vijayan also spoke on the importance of nurturing maritime personnel for challenging jobs ahead.

Several senior maritime educationalists from India and international maritime training organisations were present in large



numbers. Capt Rod Short, Executive Secretary, GlobalMET Limited & Global Maritime Education & Training Association, New Zealand, Capt James Robinson, President, The Nautical Institute, UK and Kuba Szymanski, Secretary General, InterManager appreciated the intent of the summit and also took part in the knowledge forum.

Session III Quality of Education
Capt S Bhardwaj , Vice-Chancellor, AMET University <i>(Session Moderator)</i>
Capt K N Deboo , Director & Principal, Anglo-Eastern Maritime Training Centre, Mumbai
Mr Kailash Gupta , Director (Personnel & Administration), The Shipping Corporation of India Ltd

Session IV Building Human Resources for Maritime Sector <small>(Panel Discussion)</small>
Capt S Bharadwaj , Vice-Chancellor, AMET University <i>(Session Moderator)</i>
Capt K Vivekanand , Pro Vice Chancellor, Vels University
Mr Swapan Das Sarma , Director, Teledata Marine Solutions Ltd & President, International Maritime University
Capt Rod Short , Executive Secretary, GlobalMET Limited & Global Maritime Education & Training Association, New Zealand
Capt James Robinson , President, The Nautical Institute, UK
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Event Images

