



President's Message:

We, at Ailbiea, wish you a very "financially stable, robust business oriented, stress free, target surpassing, prosperous and a wonderful 2013 year ahead!

Since last couple of years, businesses across the globe have been

experiencing turbulence and virtually going through harrowing times. Industrial growth has been stunted and brakes have been put on by default, slowing down the progress and impacting the economies world over.

Despite this grim scenario prevailing almost world-wide and looming large over the Indian sphere, Indian economy has done reasonably well to somehow stay afloat and shown signs of wriggling out of the water tight situation prevailing all over. Yes, there have been our own share of problems coupled with indecisiveness in pushing reforms which have threatened to drag our economy, too, to doldrums.

India's economic growth is expected to fall to a three year low of 6.9% in the current financial year, which is substantially down from the budgetary target of around 9% and 8.4% expansion recorded in the previous year. High interest rates, delicate global economic conditions and the government's inability to push through key reforms have virtually stunted the growth.

In this very precarious situation, the least government can do is to ensure that the inflation is kept under proper check and control. This is of vital significance, because if this element goes out of control, then there will be economic chaos and will shatter the already brittle confidence of the population. Concurrently, the government should take drastic

measures and steps to push the reforms without any further delays.

Noteworthy aspect of our Indian economy is the fact that it has managed to withstand the onslaught of the global recession and slowdown, and, is forging ahead to become one of the potent economies in the world, closer to China and few other giants.

Under such a dismal macro-economic scenario, Shipping industry too has received some jolts and setbacks. The weak global economic conditions with low GDP growth rates in primarily the western economies have lowered demand for tanker tonnage and offset the balance of the freight markets, resulting in low earnings and tough trading conditions.

Liquid Bulk Tanker trade is striving hard to bounce back, but, the erratic pricing pattern of fuel oils, along with the global recession has been putting brakes on the growth of this important segment which can actually propel revival of economic growth of a country.

Whatever be the global conditions, economic situation, etc. LIQUID BULK trade in India is set to grow, and that too at a steady rate. Imports of Petrochemicals, Edible Oils, Industrial oils etc. will continue to dominate the import scenario due to their huge demand and the dependence of Indian markets, consumers and industries.

I am confident that the year 2013 will see a turnaround in the Indian economic scene and there will be a small rally staged in the GDP growth rates and economic growth should touch 7.5% to 8% levels.

We, at AILBIEA, will certainly work towards ensuring that the increasing volumes in liquid bulk imports and exports will attract the attention of the Port Authorities and Customs, and, make them introduce facilitation measures and infrastructural facilities [by the Port]. This will enable them to handle huge volumes and boost not only the Port and Customs revenues, but, that of state government too.

With warm regards,

Jayyant Lapsia, President



Twelfth Anniversary Celebrations & Glittering Stellar Awards Ceremony

at **The Trident Hotel (Regal Room)** on the **15th of March 2013**

For details and sponsorship please get in touch with

AILBIEA on **6155 9999** or email ailbiea@gmail.com / jayant.lapsia@gmail.com

Intermodal 2013 promises to revolutionize the Indian Logistics Industry.



Helping to transform Indian Transport & Logistics

INTERMODAL INDIA

20-22
November
2013

Bombay Convention & Exhibition Centre
Mumbai, India



Following the successful launch of Intermodal India 2012, UBM is in the process of organizing **'Intermodal India 2013' - an integrated exhibition and conference event for international trade, logistics, transport and cargo handling in India.**

UBM has leveraged its strength of being one of the **world leader** in exhibitions, conferences, B2B, trade fair, etc. and with a strong portfolio in Logistics & Transportation Industry with focus events/initiatives i.e. Journal of Commerce (JOC), the Break Bulk Series, PIERS, Trans-Pacific Maritime (TPM), Air Cargo World, Routes, OAG, NAVALSHORE, Marine tec China of events held around the globe which has helped them to reach the Intermodal market at a larger scale.

The Soaring success of Intermodal South America was a testament to how an event can help transform an entire industry; it is with this intent that Intermodal has initiated its operations in India.

Bigger, better & more spectacular, **Intermodal India 2013, will transform India's Transport & Logistics.**

For logistics practitioners across the value chain of

Transportation, Railways, Shipping, Cargo, Ports, Logistics, Warehousing, SEZ, FTWZ, Material Handling Equipments, Supply Chain and key representatives from Retail Chains, Automobile Industry, Organized Farming/Food Processing/Agri Products, Edible Oils, Heavy & Light Industries, FMCG, Engineering, Procurement & Constructions (EPC), Pharmaceuticals sector, Export & Import companies, Infrastructure Developers, Public Sector Undertakings /Government Departments, Consumer Electronics (White Goods) sector, Banking/ Insurance/ Financial Services, Natural resources sector - Coal, Minerals, Metals (Copper, Zinc, Aluminum, Iron Ore, Steel), Coils, Cables, Oil & Gas, Petroleum, Power etc. in India and other parts of the world, this mega-event is an opportunity and great platform to showcase their solutions to prospective buyers.

The Intermodal India 2013 event will take place at Bombay Convention & Exhibition Centre (BCEC) - Mumbai, India from 20-22 November 2013. Visit <http://www.intermodalindia.com> for any queries regarding participation and sponsorship.



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AUTODOCS – Document Management Software for CHAs, Logistic Companies and other industries.

A lot of paper documents are generated in offices on a daily basis. While usage of paper is unavoidable to a certain extent, it is best to move towards a paperless work environment for the following reasons : To store paper documents , companies use expensive rental space that can be put to more productive use. A lot of extra photo copies or printouts need to be taken for various users since sharing hard-copy documents amongst teams results in delays and inefficiencies. Physical movement of paper from one individual or office to another results in delays and courier costs. A lot of manpower is required for organizing and filing paper documents; and productive man - hours are often spent searching for elusive back-dated and current documents.

All this leads to increased costs and reduced efficiency.

With the advent of computers, a large amount of work is being

done in soft copy formats thereby reducing the use of paper. However, as more and more work gets done on computers, and the sizes of companies increase, challenges arise in managing soft copy documents. In the absence of well defined naming conventions for documents, large companies face following problems : Employees name the documents in their own way making it difficult for others to trace the same. As documents become older, it becomes increasingly difficult for an employee to recall under what name he saved a document say 5 years back. With the total number of documents running into millions over the years, human memory can't be relied upon to locate a specified document out of the millions.

To deal with such issues related to storage and easy retrieval of hard copy and soft copy documents, Zero

Paper Technologies has developed "AutoDocs", a cutting edge software which is tried & tested and can be installed in 15 to 30 days.

AutoDocs enables the digitization of paper documents which along with e-mails and other soft—copy documents, pictures, engineering drawings, sound tracks etc. can all be captured, classified and stored by defining search parameters to the documents. This then helps locate a single document out of the millions stored on the server by typing in simple key - words.

Since AutoDocs is based on a dot-net platform, the documents can be viewed by multiple users across the organization irrespective of the location, i.e. it

permits any-time any-where access to documents. This completely avoids the need to take extra print or photo copies or to courier them out. The system

also enables the setting up of workflows and generating reports independently by the users.

In brief, AutoDocs empowers the user to design his own in-house search engine which is very flexible, powerful and extremely fast. It virtually becomes his own private Google with which, at the speed of thought, he can locate documents saved on the server even after many years.

Since the documents are stored on a common platform and can be accessed by any authorized user, it avoids the need to send mails. This saves server space.

Zero Paper Technologies provides total pre and post sales support to clients to ensure optimum use of the system.

For more information, contact – Mr. Kumar Kanuga on + 91 98200 11971



Mumbai Port Trust observed Vigilance Awareness Week 2012



Mumbai Port Trust observed Vigilance Awareness Week-2012 at Mumbai Port



Mr. Rajeev Gupta, Chairman, Mumbai Port Trust administered the pledge to senior officials of MbPT at Port Bhavan

Similar pledge was administered to all the employees of MbPT in various departments by senior officers Mr. D. Sivanandhan, Retd. DGP, Maharashtra delivered a lecture to the

senior officers of MbPT on the topic of "National Security and Cyber Crime and Preventive Measures".

Various programmes like street play, elocution, slogan and essay writing competitions were taken up involving participation by port employees to create awareness against corrupt practices.

JNPT bags prestigious CSR Award



Jawaharlal Nehru Port Trust (JNPT) has bagged the prestigious Corporate Social Responsibility (CSR) Gold Award at the national level, given by the Greentech Foundation. It was chosen for the award for its CSR initiatives, mainly for the work done in rehabilitating project affected persons and their overall development, including education, health, employment, and also for providing civic amenities to the villages in and around the JNPT area.

The Chairman of JNPT, Mr. L. Radhakrishnan, IAS, had made a detailed presentation before an eminent jury chaired by Mr Bhaskar Chatterjee, IAS, Director-General, Institute of Corporate Affairs, Ministry of Corporate Affairs, on October 12 in New Delhi.

All major corporates in the private and public sector were considered before JNPT was selected for the Gold Award, the highest for CSR.

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In service since 1957

JNPT to spend Rs 1,570 crore on dredging operations this year

India is losing Rs. 1,600 crore annually to foreign ports as its ports are unable to handle larger ships, a top port official said and urged the Government to dredge all ports in the country to a minimum depth of 14 metres.

“Because of the inability of our ports to handle larger and huge ships, the country has to lose out Rs. 1,600 crore annually to foreign ports.

As such, all the ports in the country must be dredged to a minimum depth of 14 metres while the hub ports must be dredged to 17 metres depth,” said Mr. L Radhakrishnan, Chairman of Mumbai’s Jawaharlal Nehru Port Trust (JNPT).

He also said JNPT, which handled almost 50% of the container cargo in 2011-12, has achieved a compound

annual growth rate of 12.06 percent during the period 1999-2012.

Mr. Radhakrishnan also rued the central government’s lack of funding for dredging projects.



“The sovereign authority has to fund capital dredging. Without its support, individual ports are not in a position to carry out the process” said Mr. Radhakrishnan, adding that the JNPT would be spending Rs.1,570 crore this year on dredging operation. The public private participation (PPP) model could be another way for dredging activities.

He also emphasised on containerisation of cargo, saying the containers yield better handling with no or less damage and providing optimum storage capacity utilisation.



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JNPT Chairman announces performance achieved during 2012

In the customary New Year Meeting with the Port customers and stake holders/ agencies, the Chairman, JNPT, Mr. L. Radhakrishnan, IAS announced the performance achieved in calendar year 2012. 64.21 million tonnes cargo and 4.25 million TEU's containers were handled in 2012 at JN Port. JNPCT (the port's own terminal) handled 1.2 million TEU's and registered highest annual growth of 23.48% over the last calendar year. GTIPL and NSICT handled 1.96 million TEU's (with growth of 3.64%) and 1.9 million TEUs (with reduction of 24.64%) respectively.

Addressing the gathering, the Chairman conveyed his

New Year greetings to all and informed the achievements of 2012. These included the commencement of the channel to the 14 m



dredging (15% completed) enabling JNPT to bring bigger sizes of vessel, the award of PPP for 330 meter quay of 0.8 million TEUs capacity. The commissioning of & twin lift RMQCs at the JNPCT etc. The resolving of the long pending issue of allotment 12.5 % land to the PAPs pending since the inception of the port was also a laudable achievement.

The Chairman informed that steps are underway to develop additional capacity to match the demand from trade by developing the two container terminals totaling around 5 million TEUs p.a. capacity, these

will be completed in 3 years simultaneously. The demand on the second phase of dredging for deepening the channel upto 17 meter to accommodate new generation vessels are being prepared by M/s TCE and Ernst and Young jointly.

An SEZ of 750 acres of area is being developed. The first phase land development, is to be done in 2013 - 14. The 5th Mega container terminal of Nhava with an additional 10 million TEUS p.a. capacity is being designed by M/s URS Scott Wilson. An additional liquid handling capacity of 30m tonnes p.a. will be result in a being designed by M/s L&T Ramboll. Additional bulk/

break bulk berths with modern facilities, coal berths, logistic parks and green initiatives for non-conventional energy and

water conservation are other projects in the pipeline. The Chairman expressed gratitude for the support from the Port's customers, terminal operators, employees, the trade and all stake holders for the success of all JNPT's activities.

Shri N.K.Kulkarni, Chief Manager(Admn.) & Secy in his concluding remarks specially thanked CISF for providing excellent security and gave the credit for record achievements and advance planning for the project to the dynamic leadership of the Chairman Mr. L. Radhakrishnan.



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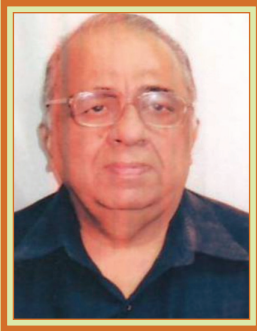
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Our major achievement is our very strong interface with Government, says Mr. Mohan Nihalani, President of AIIEA.



Founded in 1945, The All India Importers' and Exporters' Association (AIIEA) is one of the foremost trade bodies with a membership mix of very reputed and large Importers and Exporters as well as those from the small and medium

sectors. Below are a few excerpts from our interview with Mr. Mohan Nihalani, the President of the All India Importers & Exporters Association

1) As one of the leading Trade bodies representing Importers and Exporters, what are the major achievements of AIIEA and what are the issues faced?

A: Our major achievement is our very strong interface with the Government. Authorities co-related to foreign trade, both at the local level as well as at the central government level. We strongly participate in all Trade Facilitation Committees, both of the Ministry of Finance (customs, central excise, service tax) and Ministry of Commerce (Zonal DGFT). The issues faced are those at the local cutting edge level as well as policy issues.

2) Your members comprise of a diverse group of businesses dealing in various commodities, how do you manage to bring such a disparate group together to work for a common interest .Are you satisfied with the progress of your association since its inception?

A: We manage to work for all aspects of foreign trade through specialized committees co related to various products etc.Yes, we are satisfied, however we feel much more needs to be done . We are working towards this direction in a very committed and focused manner.

3) Trade data shows that Exports fell 1.6 percent to \$23.2 billion by the end of 2012, dragged down by slack demand from India's major export destinations in the U.S. and Europe despite a slew of measures initiated by the government

to increase competitiveness and reduce trade deficit. What measures can the government take to boost lagging exports this year?

A: The first and foremost step the Government should take is to reduce the 'Transaction cost' in India. The said cost is high as 9%, whereas in China it is only 3%. Let the Government give the exporters proper relief in this area and the Exporters will lick the competition, inspite of slack demand overseas.

4) It is likely that the global decline will affect Indian Exports in the current year even as the government continues to be optimistic of a turnaround. Do you predict that India would be able to meet its Export Target of 500 Billion for the year 2013-14? What is your outlook for the economy in 2013-14 vis-à-vis exim trade?

A: The Answer is no, it is foolhardy on the part of the Commerce Ministry to expect to reach an Export Target of 500 Billion\$ for the year 2013-14. However, given the relief mentioned in Para 3 above, we can reach a target of about 350-400\$ Billion. The outlook for the economy vis-à-vis exim trade for the year 2013-2014 is what I would say 'Average' . However, enlarged scope does exist, but both the exporters & Government. would have to take serious steps to exploit this scope.



Funzone



Quotes

In the end, it's not going to matter how many breaths you took, but how many moments took your breath away

- shing xiong

Forgive your enemies, but never forget their names.

- John F. Kennedy

Never tell your problems to anyone...20% don't care and the other 80% are glad you have them.

- Lou Holtz

Be who you are and say what you feel because those who mind don't matter and those who matter don't mind.

- Dr. Seuss

Work like you don't need the money, love like you've never been hurt and dance like no one is watching.

- Randall G Leighton

"Advice is what we ask for when we already know the answer but wish we didn't."

- Erica Jong

Feelings change - memories don't.

- Joel Alexander

Your comments and contributions to better the next edition of AILBIEANEWS will be highly appreciated. Please write to raghuwarrier@aegisindia.com or ailbia@gmail.com

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