



President's Message:

“Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.”

True to the above famous quote, we loved organizing the 12th Anniversary of our

Association and the result of which was an astounding success! 16th March 2013, we will be always etched in the history of AILBIEA, for, it was on this day, we were blessed with the honour and privilege to felicitate Mr. Adi Godrej, Chairman, Godrej Group of Companies, that too, at the hands of a very young, dynamic and enterprising Union Minister for State for I.T. and Communications and also for Shipping, Mr. Milind Deora, in the presence of Smt. Shobha Chary, Member, Central Board of Excise and Customs [Department of Revenue, Ministry of Finance, Government of India] and host of cream of officials from Customs Ports and top CEOs. from our EXIM Trade.

Exactly 12 years ago, Mr. Adi Godrej was present at the same venue, and he inaugurated the launch of AILBIEA and had expressed confidence that AILBIEA would make an impact and its presence felt, in short period of time. And, true to his expectations, at the 12th Anniversary



Mr. Adi Godrej, Chairman, Godrej Group of Companies addressing the 12th Anniversary celebration.

Celebrations, he was visibly touched by seeing AILBIEA's tremendous progress in such a short span of time.

The Union Minister, Mr. Milind Deora was very eloquent and reassuring in his very good speech he delivered. He blended various topics and issues in his short speech,

which had great impact and paid rich tributes to Mr. Adi Godrej, whom he fondly referred to as 'Adi uncle' Mr. Milind Deora assured AILBIEA of all possible assistance from his Ministry to boost Liquid Bulk Trade and offered to meet the association's Managing Committee members at any suitable time.



Mr. Milind Deora Hon'ble Minister for Shipping, IT and Communication.

The presence of large number of Revenue officials, including the impacting presence of Mrs. Shobha Chary-Member, Central Board of Excise and Customs [C.B.E.C.] was a shot in the arm for us. This only went to prove that the Customs department had come a long way in reaffirming their trade friendly attitude. Their presence has sent positive signals in the trades circles, and this should certainly boost the confidence of Trade to great levels.

The presence of MbPT Chairman – Mr. Rajiv Gupta and Dy. Chairman Mr. Ravi Parmar along with host of other senior officials of MbPT, too, was a testimony to the goodwill AILBIEA enjoys.

Time and again, over thirteen, in succession, AILBIEA has been striving to bring the Trade, Customs, Port and other Governmental bodies together to systematize procedures and have a very healthy interaction. Though the response from the Customs, Port and other Governmental authorities has been encouraging, sadly the response from the Trade is PATHETIC. The apathy shown towards EXIM trade and towards the import and export operations by MAJORITY of the importers and exporters is appalling and worthy of being condemned and admonished.

The root and main cause for rise in corruption, corrupt practices and in vitiating the environment lies at the doorstep of majority of Importers and Exporters, and, they have to be blamed for being primarily responsible for creation of such horrendous situation. What, with mindless cost cutting measures, engaging services of inexperienced and unqualified vendors [basing the criteria solely on lowest rates] and failing to check the antecedents and reputation of such vendors engaged by them, results in erosion of ethical values and allows mal practices and unhealthy trends to creep in and establish themselves.

Time has come for the government to evaluate and grade the importers and exporters on the basis of their operational policies and engaging of trusted, experienced and reputed vendors. This will also help the government to keep an internal check on their systems and will stem the flow of corrupt practices and will keep all unscrupulous elements out of the loop.

With warm regards,
Jayyant Lapsiaa, President

“AILBIEANEWS” turns 1 year



This issue celebrates the First Anniversary of “AILBIEANEWS”. (All India Liquid Bulk Import Export Association (AILBIEA) is India’s pioneer trade body for orderly promotion of Exim trade in liquid bulk cargoes (crude and related mineral oils, vegetable oil, industrial oils, chemicals, petro-chemicals, ethanol etc). It gives me great satisfaction and joy to see the steady improvement in its content and presentation and its enhanced circulation. I am sure our readers would like to join me in congratulating the Editor Mr. Raghu Warriar, Mr. Kishore Chainani and Ms. Sneha Raman, Coordinators at AILBIEA.

– Jayyant Lapsiaa – President

AILBIEA’s Grand 12th Anniversary Celebration Shri Adi Godrej felicitated for being conferred the prestigious Padma Bhushan Award.

The All-India Liquid Bulk Importers & Exporters Association (AILBIEA) celebrated its much awaited 12th anniversary at Hotel Trident in Mumbai. The AILBIEA Stellar Awards Ceremony which was part of the grand evening sought to honour the organizations that have been instrumental in facilitating and promoting EXIM trade.

In his welcome address, Mr. Jayyant Lapsiaa the AILBIEA President introduced and greeted all the dignitaries present and set the ball rolling for an informative and entertaining evening.

Mr. Milind Deora, Hon’ble Minister for Shipping, IT and Communication graced the occasion as the Chief Guest. The other guests of honour included Ms. Shobha Chary, CBEC Member (Personal and Vigilance), Mr. Nadir B Godrej, Managing Director, Godrej Industries Ltd, Mr. A.K. Kaushal, Chief Commissioner of Customs – Mumbai Zone I, Shri C S Prasad, Chief Commissioner of Customs, JNPT, Mr. Rajeev Gupta, Chairman, MbPT, Mr. Anish Chandaria, Managing Director & CEO, Aegis, Mr. G. Chandrashekhar, Hon. Advisor, AILBIEA.



Mr. Jayyant Lapsiaa addressing the gathering. Also seen (from L to R) Mr. G. Chandrasekhar, Mr. C.S. Prasad, Mr. A.K. Kaushal, Ms. Shobha Chary, Mr. Milind Deora, Mr. Adi B. Godrej, Mr. Nadir B. Godrej, Mr. Rajiv Gupta and Mr. Anish Chandaria

The august gathering had assembled to celebrate the 12th anniversary of AILBIEA and to felicitate Mr. Adi Godrej for receiving the Padma Bhushan Award. Mr. Adi Godrej, a long standing patron of AILBIEA was unanimously hailed as the Captain of Indian Business. To honour his achievement and invaluable contribution to the success of Indian Industry, Mr. Milind Deora presented him with a citation on behalf of AILBIEA.

Mr. Deora laid emphasis on the significance of the liquid bulk industry as the chief source of revenue for the country's exchequer considering that India is the second largest importer of crude oil in the world and also a major importer of edible oil.



Mr. Adi Godrej receiving the AILBIEA'S CITATION from the Honourable Minister of state for Shipping, IT & Communications Shri Milind Deora at the 12th Anniversary Sparkling "Stellar Awards" Ceremony. Also seen in the photograph distinguished Guest of Honour Mrs. Shobha Chary, CBEC Member (Personnel and Vigilance) and Mr. Jayyant Lapsiaa, President of AILBIEA.

He informed the gathering that that the Ministry of Shipping was developing several measures to draw private investment in major ports leading to efficiency and all round modernization. Efforts were also being made to bring down the rate of overall capacity utilization at the Ports from the current nearly 93 per cent to a more acceptable 65 percent which was more in line with global standards.

He commended AILBIEA for effectively interacting with the Ministry, ports and other government

departments and ironing out the problems affecting trade. He assured AILBIEA members of the full support of his Ministry and resolving the grievances faced by importers and exporters.

In an endearing moment Mr. Deora described the nature of his personal relationship with Mr. Adi Godrej who is a close family friend. Being a former protégé of

Mr. Adi Godrej, Mr. Deora spoke of the admirable qualities he observed in his former mentor and extolled the integrity and high moral code with which Mr. Godrej had conducted his professional life. He especially mentioned the importance given by Mr. Godrej to Corporate governance and social responsibility.

Accepting the AILBIEA Citation, Mr. Adi Godrej commended AILBIEA's work and wished the association more success in the future.

One of the highlights of the evening was the poem recited by the Byron of Business, Mr. Nadir Godrej. With his trademark wit and insight, Mr. Nadir Godrej threw light on the concerns and issues plaguing the Liquid bulk Trade.

!!! Congratulations !!!



An in-house e-newsletter of
ALL-INDIA LIQUID BULK IMPORTERS & EXPORTERS ASSOCIATION

on its 1st Anniversary



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CBEC Member and erstwhile Chief Commissioner of Mumbai Customs, Mrs Shobha Chary noted the significant role played by AILBIEA to bring industry and government departments together to facilitate Exim trade. She also applauded Mr. Godrej on his Padma Bhushan Award.

The Customs Commissioners of both Mumbai and JNPT inspired confidence to Industry with their address. Mr. A. K. Kaushal, Chief Commissioner –Mumbai Customs guaranteed the trade of the full encouragement and backing of Customs and Mr. C. S. Prasad shed light on the efforts undertaken by Jawahar Nehru Custom House to ensure a speedy and efficient clearance of cargo. He stressed on the fact that the customs considers itself a facilitator of EXIM trade and the open door policy followed by JNCH to ensure transparency and growth.

The Chairman of Mumbai Port Trust (MbPT), Mr. Rajeev Gupta, spoke passionately about the Port’s resolve to restructure estate-related issues and optimally put to use various Port Lands that are currently unutilized and vacant. He assured AILBIEA of his organization’s full support and assistance in improving liquid bulk trade.



Mr. Adi B. Godrej presenting award to MbPT Chairman Mr. Rajeev Gupta & Dy. Chairman Mr. Ravi Parmar



Mr. Nadir Godrej presenting award to Mr. Arvind Pradhan of IMC

Mr. Anish Chandaria, Managing Director & CEO, Aegis spoke on the high standards and exceptional level of safety compliance set by Aegis Logistics, which has state of the art installations at Mumbai, Kochi, Haldia and Pipavav.

The event also saw AILBIEA confer the prestigious ‘AILBIEA Stellar Awards’. The winners were as follows:



Ms. Shobha Chary presenting award to The Federation of Freight Forwarders Association of India



Mr. Rajeev Gupta, Chairman MbPT presenting award to The Solvent Extractors Association of India



Mr. Anish Chandaria, MD & CEO of Aegis Logistics presenting the award to Daily Shipping Times.



Mr. C.S. Prasad, Chief Commissioner of Customs, JNPT presenting the award to Exim India



Mr. Amit Mitna of Hindustan Unilever receiving the award from Mr. A. K. Kaushal, Chief Commissioner – Mumbai Custom



Mr. A. K. Kaushal, Chief Commissioner – Mumbai Customs presenting the award to C.J. Shah & Co.



Ms. Shobha Chary, CBEC Member (Personal and Vigilance) presenting the award to Godavari Biorefineries Ltd. for Highest Liquid Bulk Exports of specialized chemicals



Mr. Rajeev Gupta, Chairman, MbPT presenting the award to Sanghavi Freight Forwarders for facilitation of EXIM Trade



Mr. Rajeev Gupta, Chairman, MbPT presenting the award to Mr. Rakesh Shah



Mr. C.S. Prasad, Chief Commissioner of Customs, JNPT presenting the award to Motumal & Co.



Mr. Aditya Rasiwasia receiving the award from Mr. Anish Chandaria, Managing Director & CEO, Aegis Logistics Limited

JNPT announces Port performance for 2012-13

In the customary meeting with the Port Customers and other stakeholders, the Chairman JNPT, Shri L. Radhakrishnan announced that the JN Port handled 64.50 million tonnes of total cargo during the financial year 2012-13 retaining its position as the top-most in India for solid cargo and improving its position from third to second in India for total cargo (including liquid). The containerized cargo was 57.91 million tonnes, liquid cargo 5.88 million tonnes and the

balance dry bulk and break bulk. JN Port's 3 terminals handled 4.26 million TEUs of containers in 2012-13 - JNPCT 1.21 million TEUs, NSICT (DP World) 1.04 million TEUs, and GTICT (M/s. APM Terminals) 2.01 million TEUs. JN

Port remains the largest among all the major ports in India in container handling with a share of 55.25% in 2012-13.

Highlights:

- 1) At JNPT's own container terminal JNPCT, traffic continued to increase spectacularly by 17.53% in 2012-13. Thus JNP Container Terminal traffic has increased by 37.86% over the last two years.
- 2) Gateway Terminals India Pvt. Ltd. of APM Terminals handled 2.01 million TEUs, 6.13% more than the last year.

Shri Radhakrishnan stated that all the three projects of JNPT bid out have been awarded – two last year (dredging and 330 m. extension) and one awarded in 2011-12 to the PSA consortium was dropped by them. Now steps are underway to develop additional capacity to match the demand from trade by developing the 4th Container terminal of 4.8 million TEUs capacity as two projects. The 330 meter quay extension of 0.8 million TEUs capacity, awarded to DP world is expected to be constructed in just over a year after signing the

concession agreement. The second phase dredging project for deepening the channel to 17 meters to accommodate the new generation vessels has been prepared by M/s. TCE and Ernst and Young jointly and will be ready for bidding early next year. An SEZ of 267 ha. of area as the first phase is pending for approval of the Ministry. The land development can be done in a year. The 5th mega container terminal at Nhava of additional 10 million TEUs capacity is being

re-designed by M/s. URS-Scott Wilson following the Government directive regarding the sea link over it. An additional liquid handling capacity of 30 million tonnes per annum has been designed by L&T Ramboll, as a PPP project.

M/s. Howe India Pvt. Ltd. is designing additional bulk/break bulk berths of 75 million tonnes p.a. capacity with modern facilities. Logistics park and green initiatives for generation of non-conventional energy and water conservation are some other projects in the pipeline. The Chairman expressed gratitude for the support from port customers, partner terminal operators, employees, trade and other stakeholders for the success of all JNPT's activities.

The Deputy Chairman Shri N.N.Kumar welcomed all stakeholders, terminal operators and congratulated APM Terminals for their record performance and JNPT Traffic Department for handling 1.21 million TEUs at JNPCT.

Shri S.K. Kaul, Chief Manager (Admn.) & Secy. thanked all stakeholders, terminal operators, union representatives and CISF and gave the credit for achievements to the dynamic leadership of the Chairman Shri L. Radhakrishnan, under whose leadership, long pending issues like the deepening and widening of Channel, and the allotment of 12.5% land to the PAPs which was pending for 25 years, were resolved.



Shri L. Radhakrishnan, IAS, Chairman, JNPT, announces results. Also seen are Shri N.N.Kumar, IRS, Dy. Chairman, JNPT, Shri P.K.Agrawal, CEO, APM Terminals, Capt. Anil Singh, Sr.V.P. and MD, DP World Sub-Continent, Shri S.K.Kaul, Chief Manager (Admn.) & Secy. and Shri S.N. Maharana, Chief Manager (Traffic).

IMC sets goals for FY 13-14

1. What are the current major projects and initiatives being undertaken by the Chamber for the year 2013-14?

Ans:

- Setting up of various Skill Development Centres in Maharashtra. (5 have already started functioning of those 4 are in Navi Mumbai and 1 is in Nashik)
 - India Calling Conference to China (Shanghai and Guangzhou)
 - Finance and Banking Conference
 - Setting up of an IMC Students' Forum – Forum is already a major organ for interface with the youth.
 - Inclusive Innovation Awards awarded for best inclusive innovation
 - IT Awards
 - Fusion – An event of the Sports, Media and Entertainment to showcase developments in this area including convergence of technologies.
 - "Impact" – an event by IMC Ladies' Wing for Women Empowerment
 - An Exhibition by the Ladies' Wing
 - Training programme on ipad, Cloud Computing, Blackberry etc.
- ### 2. How do you compare the performance of Indian Exporters and Importers in the current global economic context? What do you think is responsible for them not realizing their full potential?

Ans:

The performance of Indian exporters and importers is not up to the mark in the current global economic context. The dismal state of the global economy is largely to blame for it. Continuing sluggishness in

the developed world suggests that we need to shift our focus more towards domestic demand and expanding trade with the emerging economies, particularly those in the BRICS bloc.



*Mr. Arvind Pradhan,
Director General of IMC*

3. How do you review the trade policy and assistance of the Union and State government? Has policy paralysis affected long term Indian economic growth?

Ans:

The trade policy and assistance of the Union and State Government is, by and large, on the right track, though a lot more needs to be done. Fighting inflation and treading the path of fiscal consolidation has to be the Government's topmost priority. The looming challenge is to enable the key drivers of growth – infrastructure, manufacturing, transportation, housing and agriculture – progress sustainably. In all these areas, improvement is definitely being made, though not always as rapidly as we would like it to be. Thus, policy paralysis will not impact India's long term economic growth.

4. AILBIEA had the honour of recognizing the contribution of IMC at the recently concluded Stellar Award Ceremony. What is your feedback about your interaction with trade associations like AILBIEA?

Ans:

We value our relationship with you and will do everything possible to ensure that it goes from strength to strength.

*With best compliments
from*



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