

CTL 2013 – A thought-provoking, interactive & great networking event



Mr Rajeev Gupta, Chairman of Mumbai Port Trust, inaugurating the CTL 2013 exposition, in the presence of numerous stalwarts from the industry. **Dr P. D. Vaghela**, Chairman of Kandla Port Trust, **Dr P. Tamilvanan**, Chairman of New Mangalore Port Trust, and **Mr M. P. Pinto** and **Mr D.T. Joseph**, former Shipping Secretaries, also graced the event

The 8th edition of *Exim India's* international expo and conference on Cargo, Transport and Logistics at the World Trade Centre, Mumbai on November 28, 29 and 30, that saw the presence of the Chairmen of some leading Major Ports, top policymakers, Customs officials, head-honchos and stalwarts from the maritime, cargo and logistics industry and a large number of delegates from the sector opened with great gusto.

The event commenced with an enthusiastic introductory speech by **Mr M. P. Pinto, IAS**, Former Secretary, MoS & Conference Chairman, who appreciated CTL 2013's format of combining a thought-provoking and intellectually stimulating conference with a wide-ranging exposition and ended on a rousing note in the valedictory session with the Joint DGS, **Mr Deepak Shetty's** cerebral address. In between, the event saw participations of some of the leading lights of the industry in the five topical sessions on pertinent issues that has curbed the growth of the sector, a spirited interactive session by the proactive **Mr C. S. Prasad, IRS**, Chief Commissioner of Customs, Mumbai Zone II (JN Custom House), with the trade members at the Fieo forum and a wide-ranging, well laid out exhibition that saw many top firms display their products and services.

The three prominent Major Port Chairmen, viz. **Mr Rajeev Gupta, IRSME**, Chairman of Mumbai Port Trust, **Dr. P. D. Vaghela, IAS**, Chairman of Kandla Port Trust (chief guest of CTL 2013 conference) and **Dr. P. Tamilvanan**, Chairman of New Mangalore Port Trust, set the thematic tone for the rest of the conference by raising some valid points on how Major Ports can be successful despite the odds in the inaugural session of the event and emphasising on getting things done in a transparent and expeditious manner despite the hindrances.

Mr S. S. Mishra, IRSME, Chairman of Paradip Port Trust, was also part of the invigorating event. He suggested ports to adopt aggressive marketing strategies and focus on infrastructure augmentation.



Present at the inaugural session were (from left) **Dr P. Tamilvanan**, Chairman, New Mangalore Port Trust, **Dr P. D. Vaghela**, IAS, Chairman, Kandla Port Trust, **Mr M. P. Pinto**, IAS, Former Secretary, MoS & Conference Chairman, **Mr Rajeev Gupta**, IRSME, Chairman, Mumbai Port Trust and **Dr Subrata K. Behera**, Sr. Research Analyst, Drewry Maritime Services Pvt. Ltd

Another highlight of the two-day conference was the release of a knowledge paper by **Dr. Subrata Behera**, Senior Research Analyst, Drewry Maritime Services Pvt. Ltd. (the Knowledge Partner of the event).



Quick decision making, innovative thinking, transparency in operation, a well laid down marketing plan and infrastructure augmentation were some of the suggestions offered by the top-notch panelists, speakers and delegates on the topics covered in the technical sessions, viz., changing dynamics of port development, seamless connectivity and logistics infrastructure, hazardous cargo movement, coastal shipping and stakeholder expectations.

The three-day expo was inaugurated by **Mr Rajeev Gupta, IRSME**, Chairman, Mumbai Port Trust. With huge number of footfalls, the expo was a great success. Networking and discussions on prospective business associations was the order of the day at the trade fair. A noteworthy number of exhibitors pertaining to the industry such as port/terminal operators, shipping lines/agents, NVOCCs/MTOs, national & international freight forwarders, CFS/ICD operators, port/cargo equipment suppliers, insurance companies, equipment manufacturers, railways and rail operators, to name a few were part of the reputed expo. Companies participating in the exhibition interacted with visitors, which included importers, exporters, ex-im consultants, freight brokers, etc., and provided them with insights about their offerings. They were delighted to be a part of one of the leading exposition in the sector that enabled them to connect with members of the industry.

The conference was also honoured with the presence and views of **Mr A. K. Rakesh, IAS**, Vice-Chairman and CEO of Gujarat Maritime Board (GMB).

The event ended on a gratifying note with all the participants, i.e. panelists, speakers, delegates, exhibitors & visitors taking back a wealth of information.

First Technical Session

First Technical Session was on 'Changing Dynamics of Port Development', which saw eminent experts, deliberate on the need for revamp of port sector policy, requirement for increased port capacity, SEZ, TAMP, use of technology and upgradation of existing equipments.



Participants in the first technical session were *(from left)*

Mr Antti Halonen, Sales Manager, Konecranes Finland Oy, **Capt. B. V. J. K. Sharma**, JMD, JSW Jaigarh Port, **Mr Mukesh Oza**, Group President & CEO, Samsara Group, **Mr M. P. Pinto**, IAS, Former Secretary, MoS & Conference Chairman, **Mr Ennarasu Karunesan**, Director & CEO, DP World Chennai, and **Mr S. S. Mishra**, IRTS, Chairman, Paradip Port Trust

Second Technical Session

In the Second Technical Session, on 'Seamless Connectivity & Logistics Infrastructure - Issues & Expectations of Stakeholders', the experts dwelt on several critical factors pertaining to the much-awaited Dedicated Freight Corridor (DFC), impediments faced by ICD & CFS operators and expectations of private rail operators from Indian Railways.



The second technical session was presided by *(from left)*

Mr Dhruv Kotak, Director, J. M. Baxi & Co., **Mr H. D. Gujrati**, IRTS, Director - Operations & Business Development, Dedicated Freight Corridor Corporation of India Ltd, (DFCCIL), **Dr L. R. Thapar**, MD – Rail Operations, Hind Terminals Pvt. Ltd, **Capt. Deepak Tewari**, CEO, MSC Agency (I) Pvt. Ltd, and **Mr V. S. Hari**, COO of All India CFSs/ICDs/ED, Ennore Cargo Container Terminal Pvt. Ltd.

Third Technical Session

'Growing Importance of Hazardous Materials to/from India', was the topic of discussion of the Third Technical Session. The specialist panel members highlighted the importance of appropriate packaging of hazardous cargoes with appropriate labels, package markings and placards, training employees and the need for a well-designed route for movement of such perilous materials. A proper legislation for Customs clearance of dangerous materials and need for being sensitised were also suggested by the panelists.



The third technical session had as panelists (from left)

Mr Rajesh Mehta, Executive Director, LP India Logistics Pvt. Ltd, **Mr Menno Douwes Dekker**, MD – Middle East & India, Hoyer Global Transport FZE, **Mr Haresh Lalwani**, MD, Sun Logistics, **Mr Jayyant Lapsiaa**, President, All India Liquid Bulk Importers & Exporters Association, **Capt. Mrityunjay Dhawal**, Head - Operations, APM Terminals Mumbai, and **Capt. Rakesh Kumar**, GM- Central Shipping & Logistics, Reliance Industries Ltd.

Fourth Technical Session

The Fourth Technical Session focused on 'Current Scenario in Coastal Shipping', which, according to the sectoral experts, is gradually picking up. They threw light on the challenges and impediments in coastal shipping, especially with regard to competition by rail and road carriers, lack of awareness and lower service tax exemption. They suggested relaxation of cabotage and special gate for shipping cargoes.



The eminent panelist of the fourth technical session were (from left)

Mr K. N. Vakharia, Vice-President – Procurement & Logistics, APAR Industries Ltd, **Mr V. S. Kulkarni**, Traffic Manager, Mumbai Port Trust, **Capt. Ashok K Shrivastava**, CEO- Shipping Services, Allcargo Logistics Ltd, **Mr D. K. Sen Sharma**, COO (Container Terminal), Adani Ports & SEZ Ltd., and **Mr Rahul Modi**, MD, Pushpak Logistics Pvt. Ltd

Fifth Technical Session

The topic for the Fifth Technical Session was 'Expectations of all Stakeholders'. The expert panelists elaborated on the need for improved ports facilities, policy changes, advantages and disadvantages of TAMP and repositioning costs of vessels. They stressed on decreasing the logistics costs, encouraging inter-port competition and urged states to work together to promote the concept of multimodalism.



The august panelists heading the fifth session were (from left) **Mr G. Kannan**, Head – Logistics, Larsen & Toubro Ltd, **Mr B. K. Mansukhani**, MD, Rishi Shipping, **Mr Nailesh Gandhi**, Executive Committee Member, AMTOI & Immediate Past President, BCHAA, and **Capt. Sriram Ravichander**, CEO & Director, Visakha Container Terminal Pvt. Ltd.

Valedictory Session

In the 'Valedictory Session', **Mr Deepak Shetty** exhorted that the fraternity should use the modern tools of technology and strategic analysis to succeed in their business. He emphasised on the need for well-trained professionals in management. **Mr A. K. Rakesh, IAS**, Vice-Chairman and CEO of Gujarat Maritime Board, also expressed his views and support to promote the sector, while in his concluding remarks, **Mr M. P. Pinto** pointed out that a Ministry of Logistics was an idea whose time had come.



The valedictory session was graced by (from left) **Mr Deepak Shetty**, IRS, Joint DG Shipping, **Mr M. P. Pinto**, IAS, Former Secretary, MoS & Conference Chairman, and **Mr A. K. Rakesh**, IAS, VC & CEO, GMB

FIEO Forum

Mr C. S. Prasad, IRS, Chief Commissioner of Customs, Mumbai Zone II (JN Custom House), was the Chief Guest at the popular Fieo Open Forum. **Dr. Kavita Gupta, IAS**, Additional Director-General of Foreign Trade, was also present to address the queries put forward by the representatives. They were extremely forthcoming, accommodative and forthright in answering the several queries pertaining to export-import regulations and procedures. The proactive Commissioner went out of his way to resolve some of the specific issues immediately. He reiterated that Customs was trying to maintain a fine balance between enforcement and facilitation and highlighted some of the steps taken towards the latter.



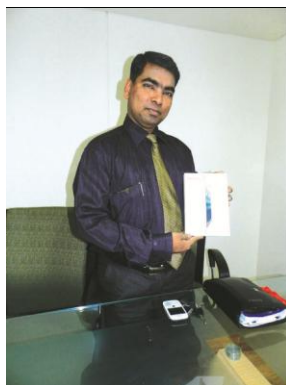
Participants in the Fieo Forum were *(from left)*

Mr Ajay Sahai, Director-General & CEO, Fieo, **Mr C. S. Prasad, IRS**, Chief Commissioner of Customs, Mumbai Zone II (JN Custom House), **Mr Khalid Khan**, Managing Committee Member & Convenor FTP/WTO/RTA, Fieo, **Dr Kavita Gupta, IAS**, Additional Director-General of Foreign Trade, and **Mr Paresh Mehta**, Convenor, Regional Committee on Customs, Excise & Service Tax, Fieo

Other Highlights of the Event

One of the highlights of the exhibition was the lucky draw for visitors, which had some fabulous prizes such as Samsung phone, Sony camera, Samsung tab and, to top it all, the bumper prize - an Apple iPad.

Expo visitor **Mr Satish More** of a. hartrodt took home the Bumper Prize - an Apple iPad. The other winners were **Mr N. Somakumaran** of Eastern Cargo Carriers (Samsung Galaxy Grand phone), **Mr Paul Almeda** of BSW Shipping (Sony camera) and **Mr Shailesh Kate** of Swami Spice Mills Pvt. Ltd (Samsung Galaxy S3 tab)



Mr Satish More posing with the Apple iPad

The networking cocktail dinner in the setting of the 'Village' (at WTC) was appreciated by all and allowed for informal discussions on business and other subjects over sumptuous food and drinks.

On the whole, CTL 2013 facilitated a thought-provoking two days of deliberations, learning about the best of products and services, and networking opportunities to advance one's business.

Networking Cocktails & Dinner on Day 1 was enjoyed by the trade at large. Here are few glimpses of the same:

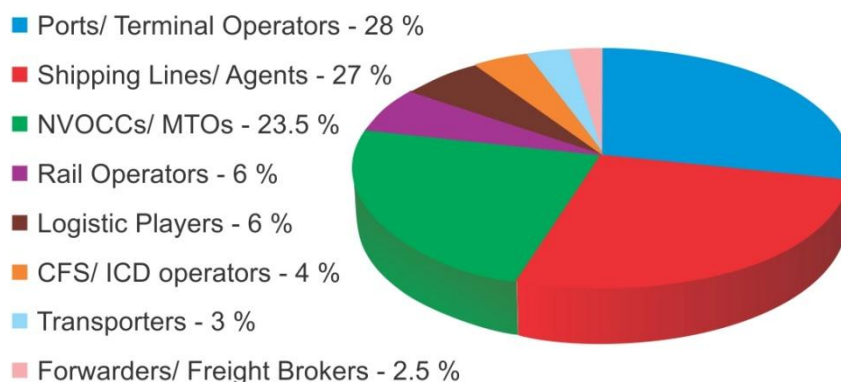


Products & Services at Display in Exhibition Area – Few Snapshots at a glance!
Varied segments of the industry showcased their products & services at CTL 2013:

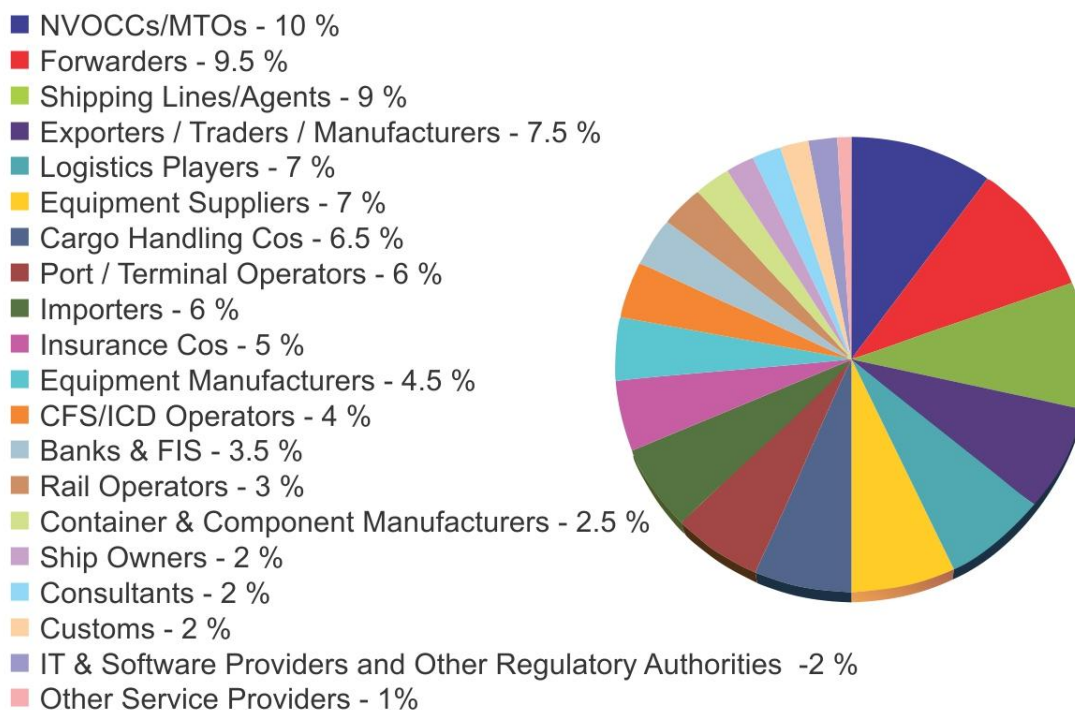


EXHIBITORS' PROFILE

CTL 2013 saw over 3500 Visitors from various segments of the industry which is depicted as under:



VISITORS' PROFILE



Trade Reviews for past CTL!

Mr Bas Huele, Director Customer Service India & Sri Lanka, Maersk India Private Limited

The event was well coordinated, and the topics and speakers selected were very relevant. On the exhibition side we were able to engage with many relevant stakeholders, and we got some good insights and leads out of this.

Mr Girish Belwal, AGM Logistics, ISGEC Heavy Engineering Ltd

The quality of the speakers and audience was high and fervent. The feature of stalls and lay out plan at Exhibition was par excellence.

Mr. V. S. Kulkarni, Traffic Manager, Mumbai Port Trust

CTL 2013 conference is giving good platform for policy formation in port & shipping.

Mr Shantanu Bhadkamkar, Chairman - FFFAI

It was a well organised event, every time to set higher standards to be exceeded the next time.

Mr. Jayyant Lapsiaa, President, All India Liquid Bulk Importers & Exporters Association

I must congratulate you and your team for the excellent performance and a great show. That the event was a rollicking success, is testified by the huge turn out and host of dignitaries presence.

Mr. Imura Mitsutaka, Representative in India (Mumbai), NYK Bulk & Projects Carriers Ltd

Congratulations on the big success for the CTL 2013.

Capt. Rakesh Kumar, GM – Central Shipping & Logistics, Reliance Industries Ltd

It was indeed nice to be part of the event.

Mr. Keyur Tharani, Chairman, Bombay Overseas Freight Brokers Association

CTL 2013 conference programme was executed brilliantly and the choice of Panelists was apt.

The theme couldn't be any better and took the pulse of the current shipping / transport and logistics scenario head on, the stall display at the exhibition was eye catching.

Mr Atul Kulkarni

As usual the show was demonstration of your strength and personal relationships with the industry stakeholders. We thank you for giving us the opportunity to be associated and look forward to continued association.

Mr Haresh Makwana ,General Manager, Vini Container Lines Pvt Ltd

We would like to give you three cheers for organising such beautifully CTL, hats off.

Mr G. P. Krishnan, Group Head Risk, Controls & Compliance, Samsara Group

Please do accept my congratulations to you on bringing together important people from Industry and providing an educative and interactive program.

Mr Sankaranarayanan, Neptune Container Line And Logistics Pvt. Ltd

Congratulations for having arranged the CTL 2013 exhibition in an excellent manner. Stalls have been put up very well, and I saw good no. of visitors.

Mr Nikhil Mondkar, Area General Manager – Maharashtra & Central India, CMA CGM Agencies India Pvt. Ltd.

It was a well organised trade fair.

Capt Pankaj Kumar, Country Head, Plimsoll Shipping & Logistics Pvt Ltd

It was pleasure meeting you and your effort to address key issues to policy makers are highly appreciated.

Mr Sumeet Nadkar, CEO & MD, Kale Logistics Solutions Pvt. Ltd

Please accept my heart congratulations on yet another most successful and impactful edition of CTL.

Mr. Rajat Chakraborty, Joint Managing Director, EMU Lines Private Limited

It was a great experience at CTL this year and looking forward to many more such outings in future.

Mr. VivekKele, Director, Teamglobal Logistics Pvt. Ltd

Its great to be associated with nice industry event like CTL 2013.

Mr. Robin Sebastian, Sr. Manager - Business Development (Branch In-charge), Glovis India Pvt. Ltd

CTL 2013 was a very good experience.