

# CTL-BHP 2026 conference spotlights a key segment of cargo and logistics on Day 1

★ *Seminars and Masterclasses on pivotal topics add value*

★ *Wide-ranging, top-notch participation makes event a spectacular success*

MUMBAI: **EXIM India's CTL-BHP 2026**, the 16th edition of South Asia's definitive cargo and logistics congregation, wrapped up in spectacular fashion at the Jio World Convention Centre, Bandra Kurla Complex, Mumbai, last week. The two day extravaganza (**March 17-18, 2026**) drew top tier exhibitors, eminent speakers, distinguished panelists and leading delegates from



insights and immerse themselves in the vibrant atmosphere of the logistics world.

The event offered it all:

★ Exhibits & Innovation – Over 180 exhibitors showcased the latest products, services and technologies.

★ Knowledge Sharing – 8 conference sessions, 4 seminars, 4 Masterclasses, a workshop and a Consultant Clinic on export import topics ensured comprehensive coverage



CTL-BHP 2026 was inaugurated on Day 1 by (from left) Mr Ashish Sheth, Mr Rajen Shah, Mr Naresh Parekh, Capt. Deepak Tewari, Mr Rajiv Jalota, Mr Marek Eron, Dr Sharmila Amin, Mr Gopal Krishna, Mr Mukesh Oza, Mr Amit Kamat and Dr Sudhir S. Kohakade

across the logistics spectrum—spanning service providers, global shipping companies, and stakeholders from India and overseas. Thousands of visitors thronged the venue to witness cutting edge displays, gain valuable

of industry issues.

★ Networking Opportunities – Delegates engaged in meaningful exchanges, strengthening partnerships and exploring new avenues.

## BHP focus on Day 1

The focus was primarily on **Breakbulk, Heavylift and Project Cargo Logistics** on the first day (**March 17**) of the conference, across 6 topical sessions including the inaugural. Nearly 80 overall distinguished speakers and panelists from India, and overseas, participated, providing pertinent insights and forthright opinions on an entire spectrum of important subjects.

**Day 1 also had 3 Masterclasses and 2 seminars on pivotal topics**, which ran concurrently with the main conference, also headlined by industry experts and leading lights. It was indeed a power-packed schedule that had the attendees engrossed.

**The Expo was inaugurated on Day 1 by:**

★ Mr Gopal Krishna, IAS, Former Shipping Secretary, Ministry of Shipping, Government of India & Chairman, CSC (Conciliation and Settlement Committee) & Event Convener

★ Mr Rajen Shah, Chairman & Managing Director, S J Logistics India Limited

★ Mr Ashish Sheth, Chairman & MD, Sarjak Container Lines Pvt. Ltd

★ Mr Marek Eron, Co-founder, CEO and Chairman, Erontrans Group

★ Mr Mukesh Oza, Group President & CEO, Samsara Group

★ Mr Amit Kamat, Chairman, Federation of Freight Forwarders' Associations in India (FFFAI) & Partner, Kamat & Company

★ Dr Sudhir S. Kohakade, IRS, Deputy Director General of Shipping, Directorate General of Shipping

★ Mr Rajiv Jalota, (Retd. IAS), Advisor, Indian Ports Association

★ Capt. Deepak Tewari, MD, MSC Agency (India) Private Limited & Chairman, Container Shipping Lines Association (India)

★ Mr Naresh Parekh, MD, Parekh Group

★ Dr Sharmila Amin, Chairperson & Member Board, Globe Forwarding Agencies Pvt. Ltd

## HIGHLIGHTS OF DAY 1

## Inaugural Session



Mr Gopal Krishna addressing the Inaugural Session as (seated from left), Mr Sarjak Sheth, Mr Amit Kamat, Mr Mukesh Oza, Dr Sudhir S. Kohakade, Mr Rajiv Jalota, Mr Rajen Shah, Capt. Inderpal Singh and Mr Marek Eron look on

The theme of the event was “Growing Trade & Logistics Infrastructure – India Taking Rapid Strides”.

The Inaugural Session on Day 1 was graced by:

- ★ Mr Gopal Krishna, IAS, Former Shipping Secretary, Ministry of Shipping, Government of India & Chairman, CSC (Conciliation and Settlement Committee) & Event Convener
- ★ Mr Rajen Shah, Chairman & Managing Director, S J Logistics India Limited
- ★ Mr Sarjak Sheth, CCO, Sarjak Container Lines Pvt. Ltd
- ★ Capt. Inderpal Singh, Sr. Vice President – Commercial Sales, MSC Agency (India) Private Limited
- ★ Mr Marek Eron, Co-founder, CEO and Chairman, Erontrans Group
- ★ Mr Mukesh Oza, Group President & CEO, Samsara Group
- ★ Mr Amit Kamat, Chairman, Federation of Freight Forwarders' Associations in India (FFFAI) & Partner, Kamat & Company
- ★ Dr Sudhir S. Kohakade, IRS, Deputy Director General of Shipping, Directorate General of Shipping
- ★ Mr Rajiv Jalota (Retd. IAS), Advisor, Indian Ports Association

The Inaugural Session of the conference explored major developments in India's cargo and logistics sector within a global context. A central theme was the urgent need for a world class national shipping line capable of handling half of India's requirements, ensuring resilience during geopolitical disruptions. Despite challenges such as rising insurance costs, speakers emphasised the industry's proven ability to withstand turbulence. India's growth trajectory—spanning GDP, exports, and start-ups—was highlighted as a driver of

logistics expansion. Leveraging its extensive coastline, the country is investing heavily in infrastructure to strengthen cargo handling and position itself as a global economic force. Project, heavylift and breakbulk cargo are increasingly moving via container lines, which offer fixed schedules and adaptability. Yet, container ships cannot replace specialist heavylift vessels, underscoring that the future of project cargo logistics will rely on a mix of vessel types. Policy support, infrastructure upgrades and stakeholder collaboration are shaping a bright future for India's maritime sector, with sustainability and green shipping now central priorities. The Directorate General of Shipping's active role in mitigating the impact of West Asia's geopolitical situation was noted. On the trade front, the India-EU FTA was seen as a major opportunity, particularly for Poland, which offers strong infrastructure, Baltic Sea access and competitive costs. India's expanding trade and diverse export markets are tempered by bottlenecks such as high logistics costs and fragmentation. Smart, technology-driven solutions are viewed as transformative. Artificial intelligence is expected to reshape logistics, empowering small and medium freight forwarders and driving the need for rapid skill and capacity upgrades. The sector is increasingly seen as a full ecosystem encompassing ports, shipping, clusters, shipbuilding and repair. Competitiveness, it was stressed, comes not from ports alone but from connectivity across the value chain. Growth in port capacity, cargo volumes and turnaround times reflects this integrated outlook. Overall, the session painted a picture of India's logistics sector at a pivotal stage—expanding rapidly, embracing technology and preparing to play a defining role in global trade.

## Plenary Session - Theme: Container Shipping &amp; Logistics in India



The Plenary Session was graced by (from left) Mr Hasmukh Viradiya, Mr Ashutosh Sharma, Mr Ashish Sheth, Capt. Deepak Tewari and Capt. Anoop Kumar Sharma

Participants in the Plenary Session were:

- ★ Capt. Deepak Tewari, MD, MSC Agency (India) Pvt Ltd. & Chairman, Container Shipping Lines Association (India) — Session Chairman
- ★ Mr Ashish Sheth, Chairman & MD, Sarjak Container Lines Pvt. Ltd — Moderator
- ★ Mr Ashutosh Sharma, Chief General Manager, International Financial Services Centres Authority (IFSCA)
- ★ Capt. Anoop Kumar Sharma, Former CMD, The Shipping Corporation of India Ltd
- ★ Mr Hasmukh Viradiya, Chairman & MD, APPL Containers Limited

The Plenary Session set a decisive tone, spotlighting both structural challenges and emerging opportunities in India's container shipping sector. The Chairman opened with a sharp comparison between Indian and Chinese container ecosystems, noting how China's containers move directly from factories to export hubs filled with goods, while India's often travel empty due to trade imbalances. This imbalance was framed not just as a commercial issue but as a strategic vulnerability requiring a national response. Panelists acknowledged that container manufacturing in India remains

uneconomical without subsidies, yet agreed such support is a prudent strategic investment. The revival of shipbuilding and repair industries was praised, with India's geography offering natural advantages for repair hubs. Recycling of 15-year-old containers, a segment vacated by China and South Korea, was identified as a promising niche India could capture using its ship-breaking infrastructure. A keynote highlighted GIFT City's growing role in maritime finance. With 22 foreign banks operating there, the framework enables ship leasing and financing at nil tax, easing capital burdens for Indian shipping firms. Transactions in dollars align operators with global norms, while access to corporate loans within GIFT City reduces reliance on costly foreign borrowings—seen as vital for building an Indian-flagged fleet. Debate around the proposed Bharat Container Shipping Line underscored consensus that it must be privately run and professionally managed to remain agile in volatile markets. Long-term contracts, industry collaboration and leveraging Sagarmala financing were emphasised as critical enablers. The session concluded with a strong message: India's moment in container shipping has arrived, with policy, finance and manufacturing foundations finally aligning to support global competitiveness.

## First Technical Session - Theme: Transformation in Heavy Lift Logistics: Technology, Efficiency and Global Collaboration



The First Technical Session saw participation from (from left) Mr G. Rajesh Sharma, Mr Sunil Shetty, Mr Marc Willim, Mr Nailesh Gandhi, Mr Supal Shah and Mr Rajesh Nakarani. Dr Martin Harren (inset) joined virtually

The First Technical Session saw participation from:

- ★ Mr Nailesh Gandhi, Managing Director, Express Global Logistics Pvt. Ltd — Session Chairman & Moderator
- ★ Mr Marc Willim, General Manager & Global Head of Chartering, AAL Shipping
- ★ Dr Martin Harren, Owner & Promoter, Harren Group of Companies (virtually)
- ★ Mr Sunil Shetty, Managing Director, Combi Lift Project Logistics India Pvt. Ltd
- ★ Mr Supal Shah, CEO, Sarjak Container Lines Pvt. Ltd
- ★ Mr Rajesh Nakarani, Deputy General Manager – Head Logistics, Heavy Engineering, Larsen & Toubro Ltd
- ★ Mr G. Rajesh Sharma, Head – Logistics Sourcing, Thermax Group Company

The First Technical Session convened at a time of geopolitical turbulence and digital transformation for the heavy lift and project cargo sector, yet the Chairman emphasised that this is India's most opportune moment to establish itself as a global logistics powerhouse. He stressed that logistics remains fundamentally people-centric, even as automation reshapes operations. Service providers are no longer simply

moving cargo but managing global projects, requiring elevated ambition, capability, and mindset. The breakbulk and multipurpose shipping segment was highlighted as evolving steadily, with carriers handling increasingly heavy and complex consignments. India's infrastructure expansion and manufacturing growth were seen as strong drivers of demand for specialist carriers. However, competitive pressures from containerisation and RoRo alternatives were noted, alongside inefficiencies at Indian ports, particularly in handling oversized cargo outside standard protocols. Project cargo logistics was described as increasingly complex, requiring regulatory clearances, multimodal planning and advanced technologies. Budget constraints limit adoption of innovations such as drone surveillance and real-time monitoring, though panelists stressed that technology integration depends as much on organisational mindset as investment. Containerisation of heavy cargo is rising, with one operator reporting project cargo at 26% of its business mix. Yet, many industrial consignments remain beyond container capacity, ensuring continued demand for specialist heavy lift tonnage. Shippers from heavy engineering and manufacturing provided a grounded

perspective, stressing that logistics planning is inseparable from project success. Rigorous feasibility studies, careful provider selection and structured risk assessment were deemed essential. Transparency across the supply chain was repeatedly emphasised, with clear documentation of costs, timelines, liabilities and risks as non-negotiable. Even operational

details such as early invoicing were flagged as commercially significant. The session's collective message was clear: India's heavy lift and project cargo sector is at a pivotal stage. Success will depend on embracing technology, improving port processes and, above all, building trust through transparency—long before the first consignment moves.

## Second Technical Session - Theme: The Next Horizon in Break Bulk and Project Cargo: Strategic, Sustainable and Smart Logistics



Panelists in the Second Technical Session were (from left) Mr Ranjith Kumar, Mr Yatin Jain, Dr (Hon) Amit Lath, Mr Arek Klosowski, Dr Sharmila Amin, Mr Anurag Chaturvedi, Capt. Atuldudd Sharma, Mr Girish Pandey, Ms Snehal Niraj Khedkar and Mr Vishwas Pendse

Panelists in the Second Technical Session were:

- ★ Dr Sharmila Amin, Chairperson & Member Board, Globe Forwarding Agencies Pvt. Ltd. — Session Chairperson & Moderator
- ★ Mr Arek Klosowski, Manager – Commercial Department (Shipping Division), CHIPOLBROK Gdynia
- ★ Dr (Hon) Amit Lath, Director, Europe India Chamber of Commerce (EICC) & CEO & Managing Partner, Sharda Group of Companies
- ★ Capt. Atuldudd Sharma, Managing Director, Höegh Autoliners India & Head of Sales – Middle East, India & Sri Lanka, Höegh Autoliners
- ★ Mr Girish Pandey, Director – Industrial Projects, TGP Projects
- ★ Mr Ranjith Kumar, Director (Naval Architect) – Technical & BD, Go Gauge Marine and Offshore Logistics
- ★ Mr Anurag Chaturvedi, General Manager – Logistics, Jindal Power Limited
- ★ Mr Vishwas Pendse, Head Supply Chain, Tema India Pvt. Ltd
- ★ Mr Yatin Jain, Deputy General Manager – EXIM & Logistics Procurement, Reliance Industries Limited
- ★ Ms Snehal Niraj Khedkar, Project Logistics Manager, Fluor Corporation

The Second Technical Session brought together a diverse panel of shipping lines, trade bodies, RoRo operators, logistics firms and major shippers to explore the strategic, sustainable and technological frontiers of break-bulk and project cargo logistics. A Polish specialist carrier

emphasised that competing on price with larger operators is neither viable nor desirable; instead, expertise, engineering competence and the ability to manage increasingly complex consignments are the true differentiators. With a fleet of 30 vessels and confidence in sustained growth, the outlook was positive, echoing the broader consensus that project cargo is becoming larger and more technically demanding. The geopolitical dimension was addressed in light of the India-EU Free Trade Agreement. A trade expert highlighted India's unique position as both a manufacturing hub and consumption market, with direct bilateral corridors to Europe projected to drive significant trade growth by 2030. Textile and manufacturing sectors were identified as key beneficiaries. RoRo carriers were presented as strong alternatives for heavy lift and project cargo, offering reduced risk, lower insurance costs and tailor-made solutions for oversized consignments. An order for 12 new vessels with sustainable fuel capabilities underscored long-term commitment to green logistics. Shippers, however, raised concerns about escalating detention charges, high crane costs at Indian ports and rapid market shifts, stressing the need for agile, technically literate logistics partners. From the shipper's perspective, logistics providers must act as strategic partners rather than vendors. Global visibility, integrated in-house capabilities and solution-oriented approaches were cited as essential. The session concluded with a clear message: sustainability is no longer aspirational but an operational imperative, with carbon optimisation and green energy logistics now baseline requirements for credible project cargo players.

## Third Technical Session - Theme: Adapting to Change: Geopolitical, Environmental, Market Forces and Renewable Energy Trends in Project Cargo

The Third Technical Session was graced by:

- ★ Mr Ramesh Babu, Founder & MD, Seashell Logistics Pvt. Ltd. — Session Chairman & Moderator
- ★ Mr Christopher Phillips, Director, Seatech Shipping & Projects (I) Pvt. Ltd
- ★ Mr Kumar Gaurav Sheel, Director, Optimum Freight

Solutions Pvt. Ltd

- ★ Mr Animesh Kumar, Founder, Director & CEO, PDP Shipping & Projects Ltd
- ★ Mr Pradeep Berde, Lead Logistics, Larsen and Toubro Energy
- ★ Lt. Col Govind Tahil (Veteran), VP & Group Head



The Third Technical Session had as panelists (from left) Mr Shaukat Shaikh, Mr Animesh Kumar, Mr Kumar Gaurav Sheel, Mr Ramesh Babu, Mr Christopher Phillips, Lt. Col. Govind Tahil, Mr Pradeep Berde and Mr Anand Iyer

Logistics, Land & Regulatory, Legal, Admin & Security (ASLL), Wind World India

★ Mr Anand Iyer, Head Corporate EXIM & Commercial, Thermax Limited

★ Mr Shaukat Shaikh, General Manager – Logistics & Warehousing, Wirtgen India Pvt. Ltd – A John Deere Company

The Third Technical Session brought geopolitics squarely into the logistics debate, with the Chairman describing the global environment as not just challenging but alarmingly unpredictable. Energy security was highlighted as a new dimension of risk, illustrated by a fertiliser plant forced to shut down due to LPG supply disruptions. This set the stage for a discussion on how project cargo companies and shippers are navigating structural uncertainty. Trust and transparency emerged as recurring themes. A case study from a chemical port showed how pre-execution collaboration among exporters, EPC contractors and logistics providers can avert costly disruptions. Panelists warned that undercutting market rates creates systemic risks, while regulatory concerns drew

sharp criticism. Cabotage laws restricting older vessels were deemed counterproductive, and India's fragmented regulatory environment for heavy cargo was described as destabilising. One example cited a vessel detained for 15 days due to unclear rules, underscoring the need for a unified national policy. Operational challenges were also examined. Project cargo companies face steep capital and human resource demands, with investments in cranes, heavy equipment and specialist personnel rarely aligned with project site geography. Shippers from the energy sector stressed that resilience requires integrating logistics partners early in project planning, designing supply chains to withstand disruption, and cultivating strong relationships with competent, compliant providers. The session closed with consensus that while technology and regulation matter, instinct built on proven competence remains a legitimate criterion in partner selection. The overarching message was clear: in an era of geopolitical volatility, transparency, resilience and trust are the cornerstones of successful project cargo logistics.

## Fourth Session: Heavy Lift Workshop — Project Cargo and Heavy Lift Shipping: Managing Complex Logistics from Start to Finish

The Fourth Session, conducted by Mr Karsten Behrens, Managing Director of SAL Engineering GmbH, offered delegates an immersive workshop on planning and executing complex project cargo shipments. Drawing on SAL's history since 1986, from the MV Antares with its 895 tonne lift capacity to today's advanced heavylift fleet, the session underscored that successful outcomes hinge on meticulous planning. Oversized and out of gauge cargo requires a distinct operational philosophy, beginning long before arrival at the quayside. Detailed port assessments, berth selection, water depth verification and vessel draft evaluation were highlighted as critical steps, with clear contractual responsibility for berth suitability essential to avoid disputes. Case studies illustrated these principles



Mr Karsten Behrens

vidently. The shipment of industrial modules aboard MV Maria demonstrated the engineering precision required to safeguard structural integrity, while loading a Bedeschi shiploader on MV Calypso showcased the interplay between cargo geometry, vessel design and port infrastructure. Heavylift shipping, the presenter stressed, is as much an engineering discipline as logistics, and separating the two is commercially risky. Digital tools for collaborative planning were also showcased, enabling real time engagement among shippers, port authorities and vessel operators. The overarching lesson was clear: in heavylift shipping, success depends less on execution than on the rigour and transparency of planning from the very beginning.

vidently. The shipment of industrial modules aboard MV Maria demonstrated the engineering precision required to safeguard structural integrity, while loading a Bedeschi shiploader on MV Calypso showcased the interplay between cargo geometry, vessel design and port infrastructure. Heavylift shipping, the presenter stressed, is as much an engineering discipline as logistics, and separating the two is commercially risky. Digital tools for collaborative planning were also showcased, enabling real time engagement among shippers, port authorities and vessel operators. The overarching lesson was clear: in heavylift shipping, success depends less on execution than on the rigour and transparency of planning from the very beginning.

## Seminar on HAZCHEM Transportation: Ensuring Compliance and Safety in a Changing Landscape



Mr R. K. Rubin addressing the seminar. Seated from left are Mr Shashi Kallada, Mr Anand Sheth, Mr Sidhanth Lalwani and Mr Pradeep Nair

The seminar had as participants:

- ★ Mr R. K. Rubin, Co-Founder and Managing Director, Transcon Group - Session Chairman & Moderator
- ★ Mr Shashi Kallada, Consultant & Trainer - Dangerous Goods By Rail, Road, River and Sea
- ★ Mr Pradeep Nair, Vice President – Chemical Logistics & Supply Chain Solutions, Goodrich Maritime Pvt. Ltd
- ★ Mr Anand Sheth, COO, ARCON
- ★ Mr Sidhanth Lalwani, Director, Sun Logistics

The seminar opened with remarks emphasising collective responsibility in addressing the challenges of hazardous cargo logistics. Speakers highlighted India's rapidly expanding chemical sector and the resulting increase in hazardous material transport across roads, railways, ports and terminals. They noted that most incidents occur not during transit but in handling, packing, documentation and operational lapses, underscoring the need for systemic improvements. A recurring theme was the inadequacy of training and compliance. Many organizations treat training as a formality, combining departments and relying on generic checklists rather than specialised manuals like the IMDG code. This leads to misunderstandings, such as improper handling of carbon disulphide in bottom discharge tanks, which has caused fatal accidents. Experts stressed that training must be tailored to specific cargo types, regional realities and equipment, with

continuous reference to international standards even when Indian regulations are silent. The discussion also addressed the broader ecosystem. While shippers maintain strict safety within factories, safety practices often deteriorate once cargo leaves the premises due to cost pressures and weak enforcement. Documentation errors, lack of awareness among forwarding agents and price competition further compromise safety. Participants argued that safety must be viewed as a long term investment rather than a negotiable cost. Structural reforms were proposed, including stricter enforcement of existing regulations, uniform compliance across the supply chain and accountability for all stakeholders—from shippers to transporters. Comparisons with the US highlighted how penalties and license revocations drive compliance abroad, whereas lax enforcement in India undermines safety culture. Panelists warned that without proactive industry action, the government may impose more stringent regulations, complicating operations further. The seminar concluded with a call for collective effort: building an "Indian model" of hazardous cargo logistics that blends global safety standards with local realities. Uniform pricing, consistent training and a safety driven mindset across the ecosystem were identified as essential to reducing risks. Speakers urged industry leaders to take responsibility, advocate for safety and resist compromising standards for short term gains.

## Seminar on Empowering Women: Career Growth and Leadership in the Shipping & Logistics Industry



The seminar was graced by (from left) Ms Gayathri Shenoy, Ms Ambika Singh, Mrs Philomena Pereira, Ms Hetal Phillips and Ms Vijeta Suvarna

The seminar was graced by:

★ Ms Gayathri Shenoy, Head – Business Transformation, India, Sri Lanka & Bangladesh, Hapag Lloyd India Pvt. Ltd - Session Chairperson & Moderator

★ Ms Ambika Singh, Senior Manager – Marketing, Jawaharlal Nehru Port Authority

★ Ms Hetal Phillips - Director, Seatech Shipping & Projects (I) Pvt. Ltd

★ Mrs Philomena Pereira, Managing Director, P. V. Agencies Freight Forwarders Pvt. Ltd

★ Ms Vijeta Suvarna, Co-Founder & Director, Rushabh Sealink And Logistic Pvt Ltd

The seminar focused on the evolving role of women in the traditionally male dominated shipping and logistics sector, highlighting both progress made and challenges that remain. The importance of diversity and inclusion as drivers of innovation, resilience and competitiveness in global trade was emphasised. Speakers noted that while women have historically been underrepresented in maritime and logistics leadership, recent years have seen increasing participation, with women excelling in operations, management and policy roles. A central theme was the need to dismantle structural barriers. Panelists discussed persistent stereotypes that question women’s ability to handle physically demanding or high pressure roles, as well as workplace cultures that often discourage female advancement. They stressed that gender bias, lack of

mentorship and limited access to training opportunities remain significant obstacles. At the same time, they highlighted inspiring examples of women who have broken through these barriers, demonstrating that competence and leadership are not defined by gender. The seminar also explored strategies for empowering women’s career growth. These included creating mentorship networks, offering targeted leadership development programs and ensuring equal access to technical training. Industry leaders argued that organisations must actively cultivate inclusive policies—such as flexible work arrangements, transparent promotion pathways and zero tolerance approaches to discrimination—to attract and retain female talent. The importance of role models was underscored, with calls for visible female leaders to inspire younger generations entering the field. From a business perspective, participants emphasised that gender diversity is not only a moral imperative but also a competitive advantage. It was pointed out that diverse teams improve problem solving and decision making, which is critical in the complex logistics environment. The seminar concluded with a call to action: industry stakeholders must commit to building a culture where women are empowered to lead, innovate and shape the future of shipping and logistics. By fostering inclusivity and breaking down systemic barriers, the sector can unlock its full potential and ensure sustainable growth.

### Masterclass on Impact of INCOTERMS on International Trade & Logistics Operations and New changes in Bill of Lading & synopsis of other new amendments

Conducted by Capt. Dinesh Gautama, Sr. President, Sarjak Container Lines Pvt. Ltd, the Masterclass examined the evolution and impact of INCOTERMS on international trade and logistics. Before the First World War, global commerce was hindered by limited understanding of sale and purchase terms, with only FOB (1812) and CIF (1895) recognised in English courts. The establishment of the International Chamber of Commerce (ICC) formalised trade terms, facilitating smoother international transactions. The session

explained the latest INCOTERMS 2020, comprising terms such as EXW, FCA, FOB, CIF, CIP, DAP, DPU and DDP, with notable updates like enhanced insurance coverage under CIP. The second half addressed amendments to the Bill of Lading Act of 1856, clarifying consignee and endorsee rights and liabilities, and



Capt. Dinesh Gautama

introducing provisions for government-issued rules and regulations. The discussion linked these changes to the Carriage of Goods by Sea Act 2025, emphasising the importance of understanding the Hague Rules, Hague-Visby, Hamburg and Rotterdam Rules as the foundation for modern shipping law.

## Masterclass on Impact of AI in Logistics & Supply chain: A playbook for scaling Growth

The session, conducted by Mr Sudhanshu Heda, Founder & CEO, Sidecar & Mr Vinay Koka, VP, Sales & Partnerships - ME & Indo Pacific, Sidecar, explored how artificial intelligence is reshaping logistics operations and enabling scalable growth. Speakers highlighted AI's wide-ranging role across supply chains, how it reduces inefficiencies and enhances competitiveness in a fragmented industry. The discussion emphasised that successful adoption requires investment in skills, technology integration and a proactive mindset. Sustainability, transparency and resilience are the key outcomes of AI-driven logistics transformation.



Mr Sudhanshu Heda and Mr Vinay Koka

## Masterclass on Advanced Hazardous Materials Handling: From Safety Protocols to Global Regulatory Compliance

Conducted by Mr Shashi Kallada, Consultant & Trainer - Dangerous Goods By Rail, Road, River and Sea, the Masterclass provided a comprehensive roadmap for managing dangerous goods safely and in compliance with global standards. Outlined were best practice safety protocols, from secure packaging and labelling to emergency response planning, while stressing the importance of workforce training and risk awareness. Regulatory frameworks and guidelines were examined, with emphasis on harmonising practices across jurisdictions to ensure seamless international operations. It was highlighted how lapses can lead to severe operational and reputational risks. The session emphasised that safety, compliance and sustainability must be embedded into every stage of hazardous materials logistics.



Mr Shashi Kallada

