

PSA Mumbai handles record monthly volume in Feb. —Page 8

Ocean freight tendering adapting to a new era: Survey —Page 10

Turn to

• FER + CER —19

News pages 3, 6, 7, 8, 10 & 11

The first & the only National Daily on
EXPORT — IMPORT — SHIPPING

-See page 5

Tel: (022) 6757 1400, E-mail: newsmbai@exim-india.com, mktg@exim-india.com • Website: www.eximin.net ₹11.00

Vol. XXXV No. 44

MUMBAI & WESTERN INDIA : Thursday, March 6, 2025

CUL Shipping India inaugurates Mumbai headquarters as General Agents for CU Lines

Operations began March 1, 2025

Exim News Service
MUMBAI, March 5

CUL Shipping India has officially commenced its journey as the General Agent for CU Lines Pte Ltd in India, marking a pivotal step in



Mr Raymond Chen inaugurating the new office

CU Lines' expansion into the rapidly growing Indian market. With operations beginning on March 1, 2025, this move reinforces CU Lines' commitment to enhancing service offerings

Turn to page 6



CTL BHP 2025 to host beneficial Consultant Clinic

An opportunity awaits to get your essential queries answered

Exim News Service
MUMBAI, March 5
AS a value addition for visitors and exhibitors at CTL BHP International Expo & Conference 2025, on March 11-12,



2025 at the Jio World Convention Centre, Bandra Kurla Complex, Turn to page 10

Navami Shipping celebrates 10 years of excellence in freight forwarding

Exim News Service
CHENNAI, March 5

NAVAMI Shipping proudly celebrated its 10th anniversary on February 14, 2025, marking a significant milestone in the freight forwarding industry. Over the past decade, the company has established a strong reputation for its modern approach and expertise in serving inland Central



Turn to page 10

HEUNG A LINE

興亞 LINE 株式會社
Heung A Line Co., Ltd.

ACCEPTING
QINGDAO, XINGANG & VLADIVOSTOK
• REEFERS & OOG CARGO
• HAZARDOUS & FLEXI

SIS / CIS2 / CI6 - (SINOKOR INDIA SERVICE)							
VESSELS	Voy	ETA BMCT	ETA MICT	ETA MYPKG	ETA CNSHK	ETA CNSHA	ETA NINGBO
ANTWERP BRIDGE	2501E	In Port	07/03/2025	16/03/2025	22/03/2025	26/03/2025	28/03/2025
WAN HAI 613	068E	11/03/2025	14/03/2025	23/03/2025	29/03/2025	02/04/2025	04/04/2025

SIS2 / CSC - (SINOKOR INDIA SERVICE 2)								
VESSELS	Voy	ETA NSICT	ETA MICT	ETA PKKHI	ETA MYPKL	ETA KRPUS	ETA KRKAN	ETA CNSHA
MELBOURNE BRIDGE	2501E	08/03/2025	11/03/2025	13/03/2025	21/03/2025	29/03/2025	30/03/2025	02/04/2025
ZHONG GU HANG ZHOU	25001E	12/03/2025	15/03/2025	17/03/2025	25/03/2025	02/04/2025	03/04/2025	06/04/2025

NWX / FM3 - (NORTH CHINA INDIA WEST COAST X-PRESS)							
VESSELS	Voy	ETA GTI	ETA GPPL	ETA MICT	ETA SGSIN	ETA CNTAO	ETA CNTXG
X-PRESS PHOENIX	25011E	11/03/2025	13/03/2025	15/03/2025	27/03/2025	03/04/2025	06/04/2025
GSL CHRISTEN	512E	21/03/2025	22/03/2025	24/03/2025	05/04/2025	10/04/2025	13/04/2025

Also offers wide coverage to Korea, Qingdao, Xingang, Vladivostok & Other Far East Ports.

Japan, Inland Ports Destinations : Akita | Fukuyama | Hibiki | Hitachinaka | Hiroshima | Hakata | Hamada | Hososhima | Hachinohe | Imabari | Imari Saga | Iwakuni | Iyomishima | Ishikarivan-Shinko | Kochi | Nigata | Kumamoto | Kanazawa | Kashima | Maizuru | Miike Fukuoka | Mizushima | Moji | Matsuyama | Naha Okinawa | Naoetsu | Nagasaki | Nagoya | Oita | Satsuma Sendai | Sendai Miyagi | Shibushi | Sakaiminato | Shimizu | Shimonoseki | Takamatsu | Tomakomai | Tokyo | Toyohashi Aichi | Tokushima | Tokuyama | Toyama | Tsuruga | Yatsushiro | Yokkaichi | Yokohama

For Further Details, Please Contact Mumbai Head Office :

SINOKOR INDIA PVT. LTD.

4th Floor, Anchorage Bldg., Near Amarnath Patil Ground, Off. Govandi Station Road, Govandi (East), Mumbai - 400 088.
Board: +91-22-6900 8888, Fax: +91 22 6900 8889, Email : hal@sinokor.co.in

Hema Nair	- Customer Service	: (Dir) : 022 69008875	Email : heman@sinokor.co.in
Abhishek Salian	- Commercial	: Mob. : +91 9821888754	Email : abhisheks@sinokor.co.in
Rajnish Kumar	- Sales & Marketing	: Mob. : +91 9022660919	Email : rajnishk@sinokor.co.in

For further details, please contact: Delhi Branch Office: Handling Delhi ICDS and nearby NCR ICDS

Add: Unit No. JM-601, Elegance Tower, Plot No. 8, Jasola, New Delhi 110025 India • Board: +91-11-6931 8888 • Group E-mail: delhal@sinokor.co.in
Commercial / Sales: Vikram Kaul: +91-9910107520, E-mail: vikram@sinokor.co.in • Bhupendra Panday: +91 9999624866, Email : bhupendrap@sinokor.co.in,
Customer Service: Reena Mishra : +91 9868120524, E-mail: reenan@sinokor.co.in

For the other parts of India

Parekh Marine Services Pvt. Ltd.

Handling Others ICDS location

MUNDRA : Manager - Sales - Punit Poptani, Mob : +91 98799 18789, Email : punit.p@pmapl.com • CS : Chandni Daiya Mob : +91 99748 54946, Email : chandni.d@pmapl.com
PIPAVAV : Sales - Bhavik Vaghasiya Patel Mob : +91 97142 99003, Email : halamd@pmapl.com

Inventories available at Tumb, Patli, Sonapat, Dadri, TKD, Garhi, NCR Region, Ludhiana, Ahmedabad, Jaipur, Jodhpur...

Ocean freight tendering adapting to a new era: Survey

Exim News Service

OSLO, March 5

A POLL carried out during a Xeneta industry webinar has revealed 6 in 10 businesses have changed their approach to ocean freight tendering in 2025.

The webinar was hosted by Emily Stausbøll, Senior Shipping Analyst, and Thorsten Diephaus, VP Strategic Alliance, to discuss whether traditional tender strategies are still fit for purpose in a global market impacted by massive geo-political and economic uncertainty, as per a Xeneta communique.

It elaborated:

12% of those taking part in the survey said they have completely changed tendering approach this year, with a further 48% stating they have made a partial change.

Diephaus said: "When I look at the good old tender strategy from the last two decades, the time has come

to throw it away, make it different and adapt it to the new reality."

Diephaus highlighted the market turmoil since the beginning of 2024, primarily due to conflict in the Red Sea. For example, long term rates on the trade from the Far East to North Europe remain up more than 50% since 1 January 2024.

He said: "Shipping has always been volatile, but with these massive price movements the question is, does it make sense to agree a 12-month rate for every trade and every volume? Or do we need to be more flexible?"

Suitable strategy

"What is right strategy?"

People need to answer that for themselves, but you need to be close to the market and define a strategy that suits you best."

One of the new strategies being adopted

CTL BHP 2025 to host beneficial Consultant Clinic

From page 3

Mumbai, a free **Consultant Clinic** has been organised to address specific queries on key topics.

This Clinic will be an integral part of the exhibition on both days.

Experienced professionals will be available to the visitors and exhibitors for free consultancy. **Four consultants** will be sharing their expertise in their respective fields:

★ **Mr Ajit Shah** of Universal Connections LLP will consult on Export and Import matters, an area in which he has long and wide-ranging experience. He will also provide guidance on Customs procedures, FEMA, Documentation and International Marketing. Mr Shah writes a column in *Exim India* every Thursday.

★ **CA Mr Pathik Shah** will be available for GST consultancy. He has been in this field since 2017.

★ **Mr Apurva Shah** will handle your queries regarding Cargo Insurance, the various risks, applicable premiums and claims matters. He has rich experience in the field of insurance.

★ **Ms Payal Shethia**, B.A, M.A, LL.B and LL.M, Advocate High Court, will provide assistance in any matter where legal recourse is required. Her practical approach and legal knowledge will be beneficial.

As mentioned, the consultancy will be absolutely free of cost for all. But one has to register first. We invite you to interact with these professionals to find solutions regarding your queries.

across the industry is index-linked contracts, which track the market against rules agreed between the freight buyer and seller.

The case for this type of contract has become more compelling due to the situation in the Red Sea. If a lasting ceasefire sees a large-scale return of container ships to the region, it could see spot rates – and therefore also long term rates – collapse in 2025.

However, the situation in the Middle East remains far from certain.

Stausbøll told the webinar: "When I'm talking to customers and we get on to indexing, we're seeing interest increase on the shipper, freight forwarder

and carrier side.

"We have seen in the poll results that not everybody can do it or maybe it's just for one or two trades, but it's definitely something that's getting traction in the market.

"It is then the data underlying it that's going to be important. You need that solid data, and then you can figure out the mechanism, when it gets adjusted, what it gets adjusted to, and whether I have a floor and ceiling to limit my problems.

"You can't prepare for everything, you don't know what's coming next, but you can make your supply chains that little bit more robust and that little bit more reliable when things go wrong."

US high tariffs on China, Canada seen boosting Indian exports

Exim News Service

NEW DELHI, March 5

THE imposition of high tariffs on China, Mexico and Canada by the US is expected to help Indian exporters increase their shipments to the American market, according to experts. Sectors benefiting include agriculture, engineering, machine tools, garments, textiles, chemi-

cals and leather. India was the fourth-largest gainer when the US imposed higher duties on Chinese goods during President Trump's first tenure. The tariffs would be making exports from China, Mexico and Canada less competitive in the American market, and Indian exporters would have to tap into these opportunities, said a report.

Navami Shipping celebrates 10 years

From page 3

Asia and East/Central African destinations, as per a release.

Navami Shipping distinguishes itself through its unwavering commitment to quality and a relentless pursuit of customer satisfaction. The company's innovative logistics solutions have enabled clients to navigate complex supply chains efficiently and effectively.

During the 10th anniversary event, **Director Mr Manoj Nair** unveiled the company's new logo and expressed heartfelt gratitude, stating, "I am thankful to all our customers, vendors and Navami's team members for their unwavering support over the years." This sentiment underscores the company's dedication to building strong partnerships and fostering trust within the industry.

With a strong foundation, a clear vision and the support of an experienced team, Navami Shipping looks forward to achieving even greater success in the future, continually enhancing its services and performance, the release emphasised.