

AMTOI

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NEWS

EDITORIAL

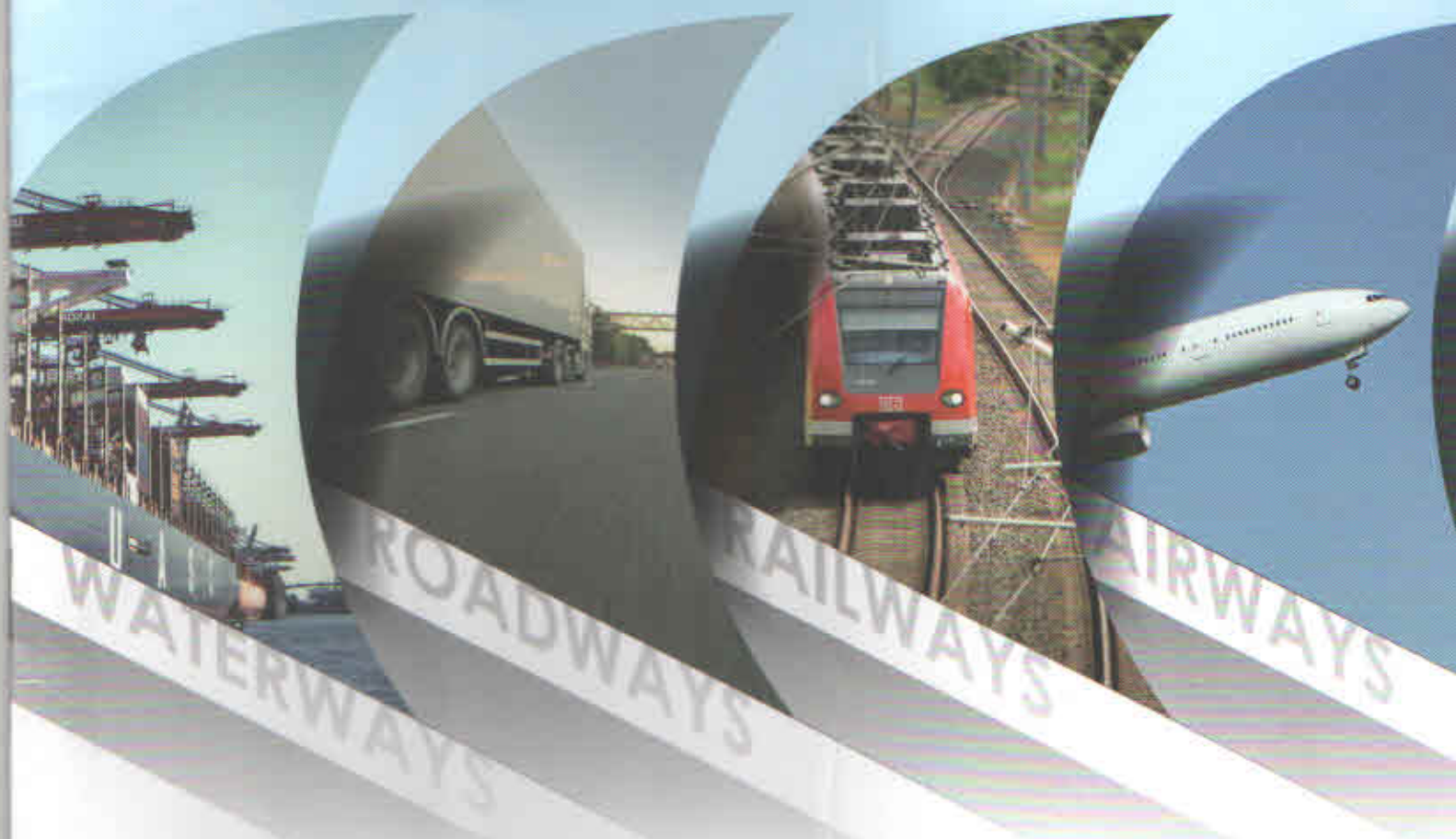
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ASSOCIATION OF
MULTIMODAL TRANSPORT
OPERATORS OF INDIA

CATALYSING MULTI- MODALISM

AMTOI

AMTOI, The Association of Multimodal Transport Operators of India, was formed with the object of organizing Multimodal Transport Operators at the national level and improving the quality of their services. The members of the Association are Multimodal Transport Operators registered with the Directorate General of Shipping, Mumbai under the Multimodal Transportation of Goods Act, 1993 which also includes some associate members like CFS operators, tank container operators etc.

The Association is a non-profit making body registered under the Indian Companies Act and is managed by the Managing Committee comprising of 7 members elected by the Operator members. The Committee is assisted by a Board of Advisors consisting of the representatives of Government / Public Sector Organizations. Also, it has various trade association representatives on its extended board and is thus likened to an apex body.

As a unique initiative, AMTOI has set up a forum called the Grievance Redressal Forum (GRF). The objective of this Forum is to create a platform for dispute resolution and thereby addressing grievances of the members of the trade.

The Association has a two-tier membership – Ordinary members who are registered as MTOs and Associate members who are not MTOs themselves but who are involved in operations connected with multimodal transport. The Associate members are not eligible for voting rights or contest in the Elections.

The Association from time to time has made suggestions for the consideration of Government and in fact the suggestion for amending the Multimodal Transportation of Goods Act and for adopting other related measures.

AMTOI has been able to secure representation on Government bodies like the Standing Committee on Promotion of Exports, (SCOPE Shipping and SCOPE Air), Task Force on Multimodal Transport and various other forums of the Ministries of Shipping, Commerce & Finance of the Government of India. The Association is also a member of the International Multimodal Transport Association based in Geneva and has thus acquired international recognition.

For the benefit of its members, regular training courses are conducted be it on tax issues, insurance or other such related subjects.

An awaited event of the year is the MULTIMODAL DAY or an AMTOI DAY which the Association organizes as an 'Annual Day' for the last many years wherein the entire shipping fraternity of Shipping Lines, Ports CFS operators, Freight Forwarders, NVOCC's, CHA's, Airlines, Government authorities in addition to MTO's come together to network and interact with each other under one roof.

Members are kept abreast of the happenings in the industry by MULTIMODAL TIMES or AMTOI Newsletter which is published as a quarterly magazine currently and we hope to graduate into a monthly publication which will attempt to capture critical issues that are close to the industry and along with opinions of the industry leaders.

Lastly, keeping abreast with the advancing technologies, AMTOI continuously improvises its website and offers tools for various industry players to come together and thus endeavoring to be a leader in its class.



ASSOCIATION OF MULTIMODAL TRANSPORT OPERATORS OF INDIA

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ASSOCIATION OF MULTIMODAL TRANSPORT OPERATORS OF INDIA

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MANAGING COMMITTEE MEMBERS 2019-2020

Mr. Shantanu Bhandkamkar,
President

Mr. George Abrao,
Hon. Secretary & Convenor, NVOCC Council

Mr. R K Rubin,
Managing Committee Member

Mr. Haresh Lalwani,
Managing Committee Member & Convenor
- Liquid Logistics Council

Mr. Vivek Kele,
Ex-Officio

Mr. S Varadarajan,
Special Invitee, Managing Committee Member

Mr. Pramod Kumar Srivastava,
Convenor, Eastern Regional Chapter

Mr. Tarun Sharma,
Convenor, Northern Regional Chapter

Mrs. Geetha Rubin
Convenor, Women's Wing

Mr. Tushar Jani,
Advisor

Mr. Shashi Tanna
Advisor

Capt. Makarand Sardesai
Secretary General

Mr. Xerrxes Master,
Vice President

Ms. Anjali Bhide,
Hon. Treasurer & Convenor, AMTOI Cricket Tournament

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Managing Committee Member

Mr. T Venkataraman,
Special Invitee, Managing Committee Member

Mr. Nailesh Gandhi,
Immediate Past President

Mr. Yogesh Parekh,
Special Invitee, Managing Committee Member

Mr. Deepak Ramaswamy,
Convenor, Southern Regional Chapter

Mr. Shankar Shinde,
Convenor, Western Regional Chapter

Mr. Yash Parekh
Convenor, Youth Council

Mr. Anand Sheth
Advisor

Mr. Shailesh Bhatia
Advisor

EXTENDED BOARD MEMBERS 2019-2020

- All India Transport Congress
- Association of Container Train Operators
- CFS Association of India
- Coastal Container Transporters Association
- Consolidators Association of India
- Federation of Freight Forwarders Association of India
- Women's international Shipping & Trading Association
- Indian National Shipowners' Association
- Indian Private Port & Terminals Association
- Maritime Association of Nationwide Shipping Agencies
- The Air Cargo Agents Association of India
- The Container Shipping Lines Association
- Hydraulic Trailer Owners Association

NEW MEMBERS JULY 2019 – SEPTEMBER 2019

M/s. Englobe Logistics and Freight Solutions Pvt. Ltd.	Noida	M/s. Alanso Logistics India Pvt. Ltd.	Navi Mumbai
M/s. Ampersand Logistics Pvt. Ltd.	New Delhi	M/s. Rashi Shipping Services Pvt. Ltd.	Mumbai
M/s. Bilander Logistics Pvt. Ltd.	Delhi	M/s. Info, Capital & Logistics Co.	Gurgaon
M/s. Everfast Freight Forwarders Pvt. Ltd.	New Delhi	M/s. Eskaps Logistics & Shipping Pvt. Ltd.	Kolkata
M/s. Arem Logistics	Coimbatore	M/s. Cargo Carters & Logistics Pvt. Ltd.	Tuticorin

ASSOCIATE MEMBER

TranceMarine And Confreight Logistics Pvt.Ltd

Navi Mumbai

20Cube Logistics Pvt Ltd

Chennai

Sabari Container Terminals Pvt Ltd

Mumbai



IMPORTANT ACTIVITIES AMTOI MANAGING COMMITTEE

3rd QUARTER-2019

- Mr. Shantanu Bhadkamkar and Mr. Arun Kumar attended SCOPE meeting at Delhi on 4th July 2019
- Mr. Jaideep Raha attended a special CAFAC meeting on 11th July 2019 at Kolkata
- Mr. P.K.Srivastava ERC Convenor, represented AMTOI, attended FICCI Session on 1st Committee meeting on Logistics at on July 11, 2019. Kolkata
- AMTOI Youth Council conducted a session on "Freight Platform" at RBYC on 16th July 2019
- Meeting on RSA pertaining to Indo Nepal agreement on trade amendment and transit treaties –reg- attended by Mr. Devpal Menon and Mr. P.K.Srivastava- ERC on 26.7.2019 at Udyog Bhavan, New Delhi
- Leadership Master-class with Prof. Soumitra Dutta at Taj Palace, Colaba, attended by MC members and others on 25th July 2019
- Scope Meeting held on 30.7.2019 at Delhi attended by Mr. Devpal Menon & Mr. P.K.Srivastava
- Seminar on GSTR 9 and GSTR 9C on 26.7.2019 held at Peninsula Grand Hotel, Andheri organized by EB members + AMTOI. Mr. Haresh Lalwani & Mr. Yogesh Ashar attended the session as Panellists on behalf of AMTOI.
- Mr. R.K Rubin attended Port Customers Meet at JNPT board Room on 30th July 2019 representing AMTOI
- Mr. Sailesh Bhatia, Shankar Shinde and Mr. Anil Malhotra represented AMTOI in the CCG Meeting in Delhi on 9th August 2019;
- Mr. Shantanu Bhadkamkar was the speaker at the JNPT Function at Hotel Taj, Crystal Room on 9th August 2019.
- Mr. Haresh Lalwani, Capt. Makarand Sardesai & Mrs. Anjali Bhide attended a meeting with Shri Ashish Kumar Singh, Principal Secretary, Transport & Ports on 21st August 2019 at Sachivalaya, Govt of Maharashtra.
- Capt. Makarand Sardesai attended a session on the topic of AEO at Hotel President, Cuffe Parade on 23rd August on behalf of Amtoi.
- Ms. Anjali Bhide & Capt. Makarand Sardesai had a meeting with Dr. Pandurang Raut & Mr. Amitabh Kumar, DG Shipping at their Kanjurmarg office on 26th August 2019 at 1100 hrs.
- Mr. Shankar Shinde –WRC Convenor & Mr. Arun Kumar – Co-Convenor –NRC attended meeting at Transport Bhavan, New Delhi- on 28th August with Shipping Minister.
- AMTOI Western Regional Chapter conducted a seminar on "Insurance Liability" at Amtoi Board Room on 27th August 2019. Faculty was Mr. Jagannath Muthu from Singapore
- AMTOI NVOCC Council conducted a session on PCS1x- at Presidency Golf Club, Chembur through M/s. Portall.
- Mr. Shantanu Bhadkamkar, Ms. Anjali Bhide, Mr. Haresh Lalwani & Capt. Makarand Sardesai attended 70th Foundation day of DG Shipping on 3rd September 2019 at NSCI, Mahalaxmi.
- Amtoi Women's Council held a session on "SCMT" on 17th September 2019 at 2.30 pm to 6pm at MSC House, Andheri, for Women members of Amtoi Member organizations, presentation by Capt. Deepak Tewari and others from MSC.
- Capt. Makarand Sardesai, Mr. R.K.Rubin and Mr. Dilip Ahuja of Neptune container lines had a meeting with Mr. Sajay Sethi, Chairman of JNPT on 12th September 2019 at 1630 hrs on the matter of embargo on Export containers by Pakistani Govt and resultant charges by PSA Terminal.
- Capt. Makarand Sardesai and Mr. Sohail Kazani attended a meeting at JNPT on 18th September 2019, workshop on Study of Indian Ports-by Asian Development Bank.

FROM THE PRESIDENT'S DESK

If you go back to 1800, everybody was poor. I mean everybody. The Industrial Revolution kicked in, and a lot of countries benefited, but by no means everyone.

- Bill Gates



Dear Members,

The owners and CEOs take several important decisions, among the most critical decisions are related to the investments and the strategic directions the Company (or the group of companies under the same management). Uncertain times are particularly unnerving, mostly when it comes to making long term investments. There are, however, some people who dare to fish in troubled waters. These are typically high risk - high gain operatives, the wise among them know to cut losses and mitigate the risk by existing at the right time. However, most SME Entrepreneurs tend to get stuck and reluctant to exit.

The economists say that the next two months will be crucial for the Indian economy, as the growth rates are well below the target rate, in as much as the growth for two quarters is below 5%. The choice for the policy decision for the Governments in such cases is to choose the lesser evil, often such decisions don't please anyone, at least in the short term. India aspires to become a \$ 5 trillion economy by 2024-25. To achieve these growth rates, we will need a combination of growth rate in the range of 12% per annum and Indian Rupee to get stronger, particularly in comparison to US \$, or at least stay stable. If we look around the world, India still seems to be in a much better position in contrast to most big economies. United Nations' Economy Analysis and Policy Division predicts that the global growth rate will remain at 3.0% in both 2019 and 2020. The report observes that most developed countries have growth rates close to their potential growth rates and unemployment rates are historically low. East Asia and South Asia regions have a relatively stronger potential of growth, particularly for the countries with growth driven by the domestic demand.



Shantanu Bhadkamkar
President - AMTOI

U.S. Manufacturing Slowed in August 2019; it is one of the Latest Sign of Economic Weakness. The global economy is facing a confluence of risk which can disrupt the economic activity, the top amongst the risk are:

- 1) Trade disputes
- 2) Tightening of global financial condition and
- 3) Intensifying climate change risk

In so far as the trade and industry are concerned, very few people have a clear vision of the future, and many people believe those who that they have a clear idea are more brave than wise.

The Fourth Industrial Revolution is still in its nascent state. But with the swift pace of change and disruption to business and society, the time to join in is now.

- Gary Coleman

The I4.0, i.e. the Fourth Industrial Revolution, will have many unexpected changes in the way businesses are conducted:

- 1) **The behavioural pattern of the customer is changing and who is the customer is changing.**
 - a) What customer buys is changing and how he buys is changing.
 - b) It is said that for today's generation, the buying is experiential rather than physical.
- 2) **Robotic process automation and other digital technologies for automation will mean fewer people will be required to work, particularly for the repetitive nature of work.**
 - a) The machine learning and artificial intelligence, on the one hand, will give greater insight to the decision-makers. Superior Planning and better Supply Chain Management will lead to grander customer experience, and it will be achieved by hiring fewer talented people.
 - b) Hence the challenges of the global and the national economy are made complicated by the challenges of newer technologies.
 - c) The diminishing role and the health of financial institutions all around the world are also a matter of concern. Disintermediation will be a severe challenge for many Service Providers, particularly the Logistics Service Providers.
- 3) **A relatively new thing the entrepreneurs and CEOs have to grasp is the newer business models and financial models.**
 - a) The parameters for success in business are changing to valuations based, a paradigm change from the bottom line or even top line based approach. Nobody knows if this trend is a bubble (like the dot com bubble burst) or it will be a long term trend or even a newer reality for the valuation of businesses, only the time will tell.
 - b) Many new models render service free of cost and earn money from the data they acquire. It is not easy to adjust to this model, and it requires very different abilities to be successful with such models.

It is not for the first time the world has seen a massive disruption with many changes taking place simultaneously. The first industrial revolution led to a new form of capitalism. The futurologists, 100 years

If you're trying to disrupt the status quo and beat bigger competitors, you're not going to do it by playing their game.

- Dharmesh Shah

back, had predicted that due to the mass production technologies and automation in manufacturing, coupled with the development of new household gadgets such as washing machines, kitchenettes, lawn movers..., the human being of the future will have very little work to do, and the life will be full of leisure. We know increased free time to the working people is far from the reality as we have experienced. It was also a prediction that very few people will be required to work to keep, and hardly anyone would be required to work hard. The actual outcome, as we have witnessed, is very different. If we factor the growth of women in the productive workforce and managements, with historically low unemployment rates, as stated above, in developed world, actually more people work today. Almost everyone works harder, and they also work smarter with tighter deadlines and with minimal scope for inaccuracy, let alone any errors or mistakes. The Society which changes faster and adapts to these changes the best will be the most prosperous society and will build the powerful nations of the future.

Great dreams of great dreamers are always transcended. If you want to shine like a sun. First, burn like a sun.

- Former President, APJ Abdul Kalam

Disruption is the leveller. As the old knowledge has limited utility, it brings everyone back to the square-one; hence, disruptive forces create equal opportunity for all. The so-called, 'haves' have the desire to protect what they have, due to which they are compelled to adopt compromised strategies; whereas the so-called 'have-nots', not having anything to lose can readily embrace high risk, high growth strategies in uncertain times. The new challengers will confront the leadership positions of the organisations and even the nations.

In the last decade, we spoke Aspirant India; we now see the emergence of Assertive India. It is possible that only in some cases the confidence is well-founded, whereas in some cases it could be misplaced. You have to dream before your dreams can come true. It is better to have dreamed and not made it real than not have dreamed at all. India still seems to be in the sweet spot; compared to the rest of the world, we still have significant upside & have more opportunities. We are in the right place at the right time. Now is the time, for the entrepreneurs and the creative people, including in the Logistics sector, to think big and invest big in the future.

GO FLY HIGH

To the Moon and Back

India created history recently with Chandrayaan 2, the second lunar exploration mission developed by the Indian Space Research Organization (ISRO) after Chandrayaan -1. It consists of a lunar orbiter, the Vikram lander and the Pragyan lunar rover all of which were developed in India. This moment was a historic one as no country has ever gone before to the South Polar Region. However as they say the best laid plans can go awry if destiny is not with you, even at the last lap of the race. The lander deviated from its intended trajectory starting at 2.1 kilometers altitude and lost communication when touchdown confirmation was expected. Initial reports suggested a crash with ISRO stating it might have been a hard landing. However, on-going efforts are being made by ISRO with hopes of restoring communications with *Vikram*. NASA is also assisting to restore communications through their respective Deep Space Networks. The orbiter, part of the mission with eight scientific instruments, remains operational and is expected to continue its seven-year mission to study the Moon.

Kudos to team ISRO and the Prime Minister's vision of putting India on the global space map. A lesson to be learnt from this venture is that "it's not over, till its over"!!

Meanwhile the current state of the Indian economy mirrors the fate of Chandrayaan 2 as we seem to have lost communication with reality. The good news is that the government has finally woken up to the scale of the problem and has introduced a slew of administrative and tax changes to provide a stimulus to the economy. One must admit that the government is willing to take criticism on board and adopt a more realistic view of the current economic situation. The auto industry which has been going to its worst slump in the past two decades with sales of passenger car dropping by 35 % year on year has received a major fillip with the current government sops. One must admit that the economic slowdown is partly due to the global recession which we have little or no control over. The other reason is due to the transition in our economy initiated by the Govt such as demonetization, GST and the Insolvency and Bankruptcy code. Many so called Titans of



Xerrxes Master
Vice President - AMTOI

Industry have defaulted on their loans and some have even been declared willful defaulters. Venerable business houses have crumbled with huge debt, bad management and lack of corporate governance. One cannot blame only the government for the current situation but to our past history which has now finally caught up with us. I foresee the next three years to be a state of transition and change for the entire Indian ecosystem and ultimately the results will show and prove that a little pain now will yield the desired results in the end.

The bountiful monsoons have given us some cause to cheer and that may soothe our wounds to a great extent. The Logistics industry continues to reel under this economic slow down with stagnant growth, lack of liquidity, bad debts, poor infrastructure. The list is endless. The government is keen to take our views and suggestions but due to various reasons some of it beyond its control are unable to implement it immediately. This is the season for tightening of

belts, offloading non-performing assets/ businesses and consolidating activities so as to bring about better economies of scale. No one can predict what is around the corner for us but we can only be optimistic and hope for the best.

To say that the last quarter has been eventful would be an understatement. Besides the space mission which took center stage the Honorable Union Minister announced the scraping of Article 370 of the constitution which provides a special status to the state of Jammu & Kashmir. So exactly what is Article 370?

Parliament needs the Jammu & Kashmir government's approval for applying laws in the state — except in cases of defence, foreign affairs, finance, and communications.

The law of citizenship, ownership of property, and fundamental rights of the residents of Jammu & Kashmir is different from the residents living in the rest of India. Under Article 370, citizens from other states cannot buy property in Jammu & Kashmir. Under Article 370, the Centre has no power to declare a financial emergency in the state.

It is important to note that Article 370(1)(c) explicitly mentions that Article 1 of the Indian Constitution applies to Kashmir through Article 370. Article 1 lists the states of the Union. This means that it is Article 370 that binds the state of J&K to the Indian Union. Removing Article 370, which can be done by a Presidential Order, would render the state independent of India, unless new overriding laws are made.

This was a bold initiative by the Government and they have only fulfilled the commitment which they had made during their election campaign. As expected the reaction from our neighbours was volatile and aggressive. They have addressed all sorts of forums worldwide to redress their issue but to no avail. The fallout of this adventure has cost our trade dearly with our neighbours banning movement of goods overnight which has resulted in many containers lying at our ports incurring huge demurrage and detention. Even air fares have soared due to banning of air space for Indian flights including that of our President and Prime Minister!! War rhetoric is at its peak right now and one can only hope that good sense prevails for peace and tranquillity.

Scrapping of article 370 will bring about an economic stimuli for Jammu & Kashmir with investments pouring into travel and tourism, real estate and FMCG goods. For our industry as well this is a golden opportunity to expand our horizons into J & K into warehousing facilities, ICD's and development of other ancillary logistics infrastructure. "An idle mind is a devils workshop" is the most appropriate nomenclature for the youth of Jammu & Kashmir who have veered towards militancy because of lack of economic activity. One hopes that this is the beginning of the end. It will be interesting to see how the next quarter pans out as regards the political situation there.

I take this opportunity to wish all our dear readers a Happy Diwali and a prosperous New Year well in advance!



Artificial Intelligence in Shipping

If you had to speak about the words like artificial Intelligence, Machine learning and Internet of things (IoT) about 20 years back in Shipping, nobody would have paid attention and it would be just a dream then. 'Not a reality at all' would have been the first reaction from shipping professionals. Looking at advancement now I feel that I grew up on board in a very primitive era of the shipping.

As a navigating officer I would take on ships morning and noon sites of celestial objects to ascertain ships position and those were the days when the geo stationary satellites were not positioned in Geo Stationary Orbit and concept was GPS which is so common now, was very new. Thereafter the growth trajectory of automation and connectivity in shipping has been great. The 'internet' brought about, lot of changes in the industry and soon it became a buzz word. Then in 1995, when the emails and computer showed their presence on board, I still remember people taking classes and buying Dummy books to learn about computer applications and the connections to internet. Dial up network was the IN thing then and so was the floppy disks and drives. The whole industry was talking about internet thing and kind of buzzing with new Era it might start in Shipping. But still there was no mention of artificial intelligence (AI)

Artificial intelligence (AI) is what shipping needs to turn to next. It would be a TOP thing in terms of processes and control. Computers can process data far more quickly than people, and as machine learning algorithms gain greater levels of intelligence, ship-owners who have invested in AI will find competitive advantages and edge in the more volatile markets



Photos from Brits Payco

AI has featured into many countries plan for VISION 2030 & VISION 2050 for shipping and logistics. The UK Government recognised this in its Maritime 2050 strategy which sets out where the nation's shipping-related investments should be focused. The 30-year plan included AI, block chain and other digitalisation applications as areas of focus.

Let's understand what is AI:

AI is defined as follows:

Artificial Intelligence (AI) is the simulation of human intelligence processes by machines, especially computer systems. These processes include learning (the acquisition of information and rules for using the information), reasoning (using rules to reach approximate or definite conclusions) and self-correction. Particular applications of AI include expert systems, speech recognition and machine vision.

This definition provides and opens a Pandora box for the shipping and logistics as this would have wider application in the given scenarios of industry where the Time and cost cycles are not only important but are basics.

Let's see the application of definition-

Simulation is very important in shipping industry and is a heart of the activity. Even on board ship which are the front runners in carrying cargo, the complex systems of engines and correlated presence of auxiliaries does need a higher simulation techniques than what is done



by education and practice by human beings on board called seafarers. No amount of uniformity in education will bring in uniform simulation across the ship equipment. Same is applicable to human intelligence for shipping Business. Human intelligence system where the experience is gained necessarily by practice and not by preaching, it takes time and number of incidences to learn things. Each Shipping incident, dents and takes a toll on some confidence for shipment and operations. So with Human intelligence gathering with experience, experiment and learning methodology would take numerous years to acquire skill set for simulation between equipment and activity.

Another place where Human intelligence would fall short is simply the speed of change. The change is very high in equipment and its application due to R n D happening at faster speed and demand for efficiency. The most worrying for human intelligence application is the 'Speed of this Change' which is very high. Primitively the applications base gets larger and larger and human intelligence would not suffice the requirement, given the constraints in its application at multiple levels and tasks. Computers are best suited for this and the data processing is faster and so is application based on the programing quality.

Data Collection:

The collection of data was huge challenge once upon a time in shipping and right data was not accumulated for systems to take charge. Now with applications of Machine learning and IOT ensuring connectivity the data fetching has become the key ingredient for AI. Shipping will live upto its expectations as the uniformity in machinery and parameters and operations have been almost common for most ships and terminals and the data collection would not impose any challenge as such. All systems work on 'Garbage IN and Garbage OUT' principle hence the quality of data collected is very important and it would be significantly useful only when it is collected in a right manner and processed to achieve desired results.



Photos from Robo-Flagge

FEATURE

Data reasoning:

This is a key application in AI as the data collected has to be analysed and reasoned out. The interpretation of data depends on the programme it is based on and high sophisticated data collection can generate highly accurate interpretation. The collection of RAW data and interpretation becomes important because the actions are based on this reasoning and interpretation. Data interpretation is an act of analysing data with the objective to gain useful information from it. It is done to draw conclusions from the given data. Different statistical tools are used to represent the data in organized structures.

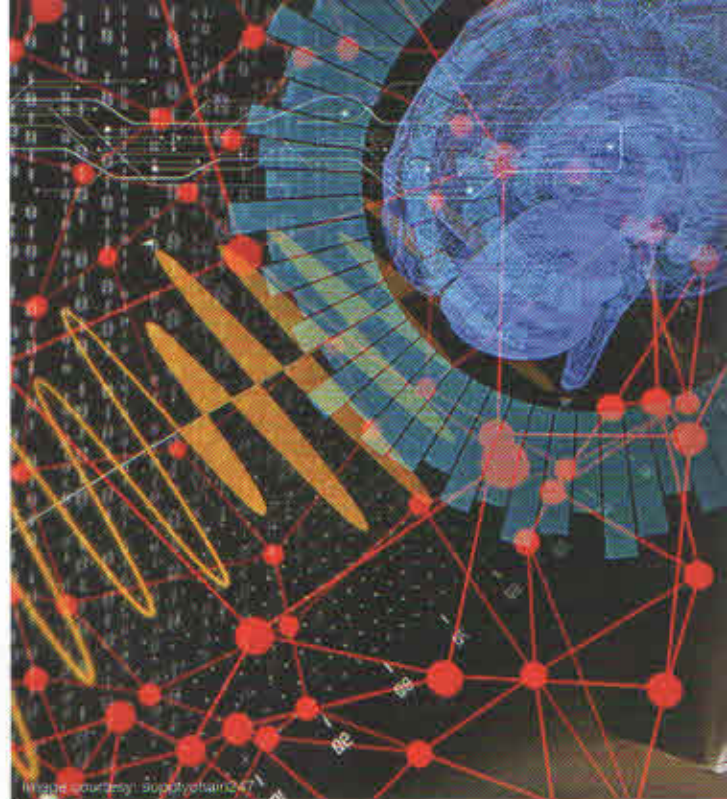
In shipping the data was not considered as important earlier, but with changing time and goal posts, the environment now is considered as data-rich. The industry was disconnected as remotely based and data was in closed loop for on board. But now with IoT in place, the data exchange has become easier and with automation and technological advancement the right data is generated. Demand for efficiency in operations also has played an indirectly bigger role demanding efficiency from equipment and operation. This has been successfully achieved.

No wonder the data processing has become the top class IT sector in the world. AI advancements in gathering and analysing that data will allow the shipping industry to plan more accurately during challenging busiest times of the year which will promote greater efficiency for the industry which will lead to significant cost savings.

AI and Machine learning has already been added to the armoury of digital technologies.

Shipping would have following application for the AI and machine Learning:

- The retail shipping businesses are taking advantage of AI and logistics and can offer faster delivery as a competitive option as it has enabled cost cuts that allow for perfect delivery solutions.
- AI would be main tool to make more accurate prediction on ETA for container ships as well as spotting trends and risks in shipping lanes and ports.
- Machine learning capabilities are used to do the analysis of historical shipping data by considering factors like weather patterns and shipping seasons to eliminate inefficiencies, errors, and duplications



- Automating business processes identifies signs of a coming problem or conflict which would be intimated in advance mode to operating teams.
- The use of AI is also providing valuable insights from loads of data which have been part of shipping for a very long time.
- Using analytics is also helps to better future needs and expand the value to customers
- By incorporating AI within information management strategies, it is greatly useful for risk assessment imposed by either natural or human disaster that may halt the entire shipments.
- AI is useful to mimic human perception and cognitive abilities which are benefiting user interfaces aboard ship as speech recognition directly helps in controlling types of equipment on ship
- AI is also greatly influencing optimisation of container terminal operations and planning.
- AI is used in minimising and automating exceptional case handling, predictive maintenance, and supply chain optimization in terminals, ships, road transportation and warehousing.
- AI has lot of potential to be used for ship management function for the planned maintenance system as well as on board tools to resolve recurring problems with Machinery. For planned maintenance the system it has better application for time – motion study of critical equipment maintenance.
- Human resource is another area where the tools like analytics can be used which would be make sourcing and placement of required talent better, with better data collection.



Shipping industry majors such as Maersk, Panalpina and Flex port have too taken measures to incorporate AI to simulate human intelligence and to address an array of issues surrounding the maritime industry along with ensuring better estimation of the arrival time to ensure seamless preparedness of overall logistics which would result in better delivery on TIME- COST-QUALITY map. ■



Written By -
Capt Gajanan Karanjikar
 Multi-modal Transport Expert
 The views expressed are his own.

Components of AI



Applications

- Image recognition
- Speech recognition
- Catbots
- Natural language generation
- Sentiment analysis

Software/hardware for training and running models

- GPUs
- Parallel processing tools (like Spark)
- Cloud data storage and compute platforms

Types of models

- Deep learning
- Machine learning
- Neutral networks

Programming languages for building models

- Python
- TensorFlow
- Java
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(Image courtesy: Tech Target)

Impact of Changes in the container shipping



Written By -
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The views expressed are his own.

India is expected to have a through put of about 20 million TEUs by 2020 whereas China would have a through put of 250 million TEUS. One single port in China by name Shanghai handles 42 million TEUS per year which is more than twice the total of all 26 plus private and public sector terminals put together in India. Thus if India has to catch up anywhere close to China in terms container throughput, we need to increase the capacity of the ports and terminals ten times, along with enhancement of road network, rail network, feeders, Sagarmala ,warehouses. CFSS ,ICDs , trucking capability etc.

This enhancement would finally depend upon investment which can be brought in but there will be a tremendous shortage of trained manpower to support this expansion which is multifold. This has a potential of creating thousands of jobs. There are several educational institutes which are now beginning to offer BBA (ports and Terminals), Diploma in ports and terminals and Correspondence Courses which would help build up a pool of trained manpower.

The size of ships has increased and is now closing on to nearly 24000 teus capacity. These ships have a

length of nearly 400 M, width of 61.5 M and draught of 16.5 M and they carry containers 24 across.

Dredging to increase the depth of water, widening the channels and turning circles, tugs of greater horsepower to handle the ships etc. is achievable to accommodate these vessels physically. However all the container ports in the world can-not handle such gigantic ships as a lot of adjustments need to be made on the shore-side such as strength of the berth, lateral deadweight capacity of the quay wall /piles, yard space for such large volumes to land at one go, speedy evacuation by trucks, railways and feeders, additional gates complexes and more access road lanes.

The weight of a gantry crane can vary from 900 tons to excess of 2600 tons based on how many containers across the gantry is designed to handle. Simply changing the gantry cranes does not solve the problem as major strengthening of the berth is also needed to support increased weight of the cranes. So if the berth, in the first place has not been built for the depth of water and the weight of the crane, it is unlikely to get up-graded. Again deepening of water near the berth can only be done if the wall

or piles have been constructed deep enough. Thus many big ports in India may remain out of reach of such large ships. In India, perhaps Mundra is the only port which can cater to such large ships. This means that the remaining Indian ports may be serviced by feeders and in turn increasing costs of transportation. The size of such feeders could be between 3000 to 10,000 TEUs capacity.



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The IMO requirements of fuel of no more than 0.5% Sulphur from 2020 is yet another factor which may lead to cost increases as low-Sulphur fuels availability all over the world, for bunkering purposes needs to get established and in any case it is more expensive. Different approaches are being looked at for reducing costs such as slowing down of ships to conserve fuel consumption, installation of open-end / close-end scrubbers for the exhaust gases while still using lower cost high- Sulphur fuels, liquefied gas as fuel, use of wind power to assist in propulsion (which is unlikely to be on container ships as deck space is used for containers) and latest being bio fuel. Totally electrically operated vessels are also being looked at. Very recently France has suggested that there should be a speed limit set for ships which will have immediate impact on air pollution in short term.

Like autonomous cars, autonomous ships are being tried out. Rolls-Royce and Finnish state-owned ferry operator Finferries have successfully demonstrated the world's first fully autonomous ferry in the archipelago south of the city of Turku, Finland. The car ferry Falco was used a combination of " Rolls-Royce Ship Intelligence technologies" to successfully navigate autonomously during its voyage between Parainen and Nauvo. The return journey was conducted under remote control. The future of the shipboard staff for navigation purposes may be jeopardised.

Containers have also seen some changes coming along. 40ft containers with side opening doors have been introduced. They also have end opening doors. These would be particularly useful for transportation of cargoes which are long such as steel rails, machinery, pipes and structures etc. which are difficult to stow in a normal 40ft dry container with door at one end and need only special equipment like open tops or flat racks which most of the times have one way use. It means that they have to return as empties. That is why their freight is higher.

The new 40FT containers with side doors opening entire length of a container would substitute expensive flat racks and open top containers. They will have the advantage of Not being one way use containers. However in yards, they will need ample open space to open the doors.

It was reported that 30FT containers had arrived at one of the Indian ports. From the practical point of view, these containers will attract charges at 40ft containers rate yet carry less cargo. Even stowage on ships would be using 40ft slots. They would also need 40 ft chassis for transportation. Thus unless they are meant for some specific purpose, they are unlikely become a preferred choice of the customers.

One of the reputed shipping lines have introduced containers with metal floor instead of wooden floor. While it has advantage of reduced cost and less chances of water entering the box from bottom in case of flooding of yards over the level of sills, it is to be seen whether condensation occurs on the metal floor. Such containers may not need fumigation before loading cargoes to countries such as Australia as there are no wooden parts in the structure of the containers.

The next big change to hit the cargo movement is going to be the implementation of block chain technology which will eliminate a number of middlemen, get rid of physical paperwork, facilitate instant sending/ receipt of e- documents to all concerned parties. This will need collaboration of shipping lines, ports and terminals, shippers, consignees, customs, trucking companies and banks. The recent announcement by Maersk line that they are collaborating with M/S Blackbuck who are truck aggregators, is a step in the same direction.

This system intends to provide a platform for all supply chain participants to work in collaboration to accelerate use of digital technology to develop solutions through trusted and secure data exchange platforms. The first paperless, instantly financed and fully door-to-door tracked container made its way from Korea to



the warehouse of Samsung SDS in Tilburg via Port of Rotterdam on Block-Chain-based platform DELIVER.

Initially there may be more than one platforms of this kind which eventually will settle down to a universal system. The first paperless move has validated digital integration and tracking of all the activities in the supply chain including banking. New technologies such as Block-Chain have the potential to take over supply chain management entirely and disrupt traditional ways of working. In future, it is possible to have aggregators like, Ola, Uber etc. who don't own any assets but provide services. Through block chain technology, we can expect such aggregators to substitute all the middlemen in this business.

Delivery of supplies or evacuation of personnel from a moving ship, used to be done by helicopters. This function has been now done by drones which are much cheaper.

Remote monitoring and temperature control of intermodal containers by use of "**Reefer Container Telematics Devices**" is becoming a norm. Reefer monitoring systems are now available which would allow real-time visibility and control of refrigerated containers moving in the cold chain for improved operational efficiency and cost savings. It permits the Operator to remotely monitor the reefer containers



in real time with a direct connection to the reefer. It enables real-time alerts and two-way control, which facilitates the operators to quickly react to issues and remotely adjust temperature and humidity levels. It can also initiate a pre-trip inspection (PTI) and access data logs.

The system would allow monitoring of position of the reefer containers all the time in yards, on trucks, on ships, on rails etc. Access may be given to the Customers so that they can be assured on the transparency, quality and reliability of service provided by the carrier. These units are of two types:-

- Installed permanently for continuous tracking
- Temporary installation for monitoring assets on a trip, a vessel or at a terminal.

The benefit of installing these units on the reefer containers is that they protect and reduce cargo claims, assist in remotely doing "pre-trip inspections", saves the costs otherwise incurred in employing workers to monitor reefer temperatures every four hours while in the custody of the terminals or railways and above all, these processes are automated on round the clock basis.

Bitcoins are yet another game changers which by-pass all the financial systems. Use of Bitcoins will eliminate use of banks. Some of the major IT companies in US are working on having their own "Bitcoins". Currently the US government has not permitted this activity as it has far greater security implications. Discussions are going on at various levels on desirability or otherwise of the use of Bitcoins. So I shall reserve my comments on this issue for another day. ■



Latest Developments in Law on Marine Insurance Regulations in India

Marine Insurance is one of the oldest law and its existence can be found even a few centuries ago. The Marine Insurance Act of 1906 which came into force on 1st January 1907, is the codified law in respect of marine insurance in England. The codified law can be perceived as an effort to elucidate and attribute the regulations with concomitant marine insurance agreements. Only those principles of law were codified by the legislation which associated solely with marine insurance and expressly provided that the guidelines of the common law were to apply to marine insurance agreements.

Since the independence of India, there had been a significant expansion of the shipping industry, and there was an immediate requirement for legislation in lines with the local conditions, for the development of the marine insurance industry in India, and hence the Marine Insurance Act 1963 was enacted. The preamble to the Indian Act enunciates that it is "An Act to codify the law relating to marine insurance." All the questions related to Marine insurance before the enactment of the Marine Insurance Act, 1963, were decided by the law of contract and the precedents founded on common law principles of contract. The English legislation has been a substantial inspiration for the Indian enactment which replicates it significantly and differs at only certain principles. A major part of the legislation on marine insurance is nothing but a systematic interpretation of the document of marine policy.

The basic fundamental of any contract of insurance is to indemnify the assured against any damages or losses suffered by him which can be recovered from the insurer under the insurance policy. A contract of marine insurance can also be stretched to cover the losses on inland waters as well as any land risk that may be related to any sea voyage either by expressly mentioning it or by the usage of trade. The official document of the contract of marine insurance is called the policy or the cover note which enumerates the terms of the contract which is entered into by the parties and is also occasionally referred to as the slip. The consideration paid for the insurance is known as the premium. The party to the contract which is indemnified against any loss is called the assured and the party to the contract who indemnifies is called the insurer. The word "loss" can be referred to consist of any damage as well as the actual loss of goods arising from the marine adventure.

Section 2(d) of the Marine Insurance Act, 1963 defines marine adventure as-

A "marine adventure" which includes any adventure where-

- a) Any insurable property (that is to say, any ship, goods or other movables) is exposed to maritime perils;
- b) The earning or acquisition of any freight, passage money, commission, profit, or other pecuniary

benefit, or the security for any advances, loan, or disbursements, is endangered by the exposure of insurable property to maritime perils;

- c) Any liability to a third party may be incurred by the owner of, or other person interested in or responsible for, insurable property, by reason of maritime perils.

In India, there are no exclusive processes or places in which insurance disputes can be resolved. Insurance disputes can be brought before the civil court or consumer forums in the lack of an arbitration clause under the insurance contract. However, in the case of a conflict, the choice to approach the consumer forums lies only with the assured. The civil courts or consumer forums before which the dispute is decided rely on the value of the dispute and on the defendant insurance company's geographical boundaries within which the cause of the dispute occurs.

In India, in order to allow a claimant to approach the Admiralty Court for the detention of the defendant ship in regard of a maritime claim, all he can do is lodge a substantive suit with the Admiralty Court involved when the defendant ship is in India's coastal

waters, and determine a prima facie case and the vessel's arrest would arise. Once the ship is detained, the holder or any party concerned in the ship may approach the Court and provide safety for the vessel's discharge under the Court's Arrest Warrant and discharge the vessel. The suit would then be considered and decided by the Court in due time.

The Supreme Court of India, in the landmark ruling of *MV. Elisabeth v. Harwan Investment and Trading Pvt. Ltd.* (AIR 1993 SC 1014), ruled that the ongoing presence of colonial laws could not be read as stultifying the development of law. Admiralty jurisdiction was also extended by the Hon'ble Court to claims resulting from outbound carriage of cargo by ocean. In reaching its findings, the Court took into consideration the worldwide Admiralty jurisdiction's advancement in both laws and international conventions. The judgment led in Indian courts applying the principles of multiple international conventions in the maritime arena in the exercise of maritime claims admiralty jurisdiction.

There has been a lot of development in the field of marine insurance since the enactment of the above-



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mentioned legislation as well as precedents. The Judicature in India has been very much instrumental in the interpretation as well as the evolution of the Marine Insurance Act. A recent order by the National Consumer Disputes Redressal Commission can be looked at to understand the intent of the judiciary in respect of marine insurance and to comprehend the practical implications of marine insurance which has given birth to such complex and taxing issues which requires immense understanding as well as expertise of the domain.

The said dispute relates to the repudiation of the complainant's insurance claim. The case involves a certain private limited company who suffered a loss of goods at the Mumbai port which was transported from Myanmar to Mumbai and the insurance claim was repudiated by New India Assurance (Insurance Co.) The complainant had taken a marine insurance policy on 15th January 1997 from Myanmar to India for a consignment of 3000 Bags of Moong dal weighing 150 Tons. Sum insured was INR 21,97,000/-. The policy was valid for a period of six months and was effected on 16th January 1997. The goods were to be transported to Jalgaon via Mumbai. On 21st January 1997, while unloading the goods at the Mumbai port, out of the 3000 bags, 1400 bags were damaged and the Moong dal was mixed with dirt and other impurities. The complainant had immediately informed the Insurance Company about the misadventure. The Insurance Company appointed M/s PM Patel and Co. to investigate the claim and gauge the loss. The surveyor assessed the loss to be of INR 4,01,881/-. But the claim was repudiated by the Insurance Company on 22nd January 1997. The Insurance Company's contention was that the goods were dispatched before the issuance of cover note of the marine policy. The district forum had partly allowed the petition and directed the insurance company to pay a sum of INR 3,01,410/- towards the losses suffered and also a certain sum of money towards the interest.

The insurance company filed an appeal in the State Commission and the appeal was allowed and the complaint was subsequently dismissed. The matter



was eventually decided by the National Commission. The National Commission referred to the Section 18 of the Marine Insurance Act, 1906 which places a limit upon the obligation of disclosure by the assured. Under section 18, the assured is required to disclose only 'material' facts. Section 18 (4) of the Marine Insurance Act further provides that whether any particular circumstance is material or not, in each case, is a question of fact. The Hon'ble Judge was of the opinion that the fact that the ship was in transit while the policy was effectuated is not a 'material fact' and also opined that wherever there is a breach of policy conditions, a claim can be settled as a non-standard claim. The National Commission upheld the District Forum's order.

A very important fact that can be observed from the above-mentioned matter is the duration of the entire litigation process. The complaint was first filed with the District Forum in 1997 and after going through



the process of appeal in the State Commission and eventually, in National Commission, justice was ultimately provided twenty-two years later in 2019. This gives rise to a number of concerns and the most worrisome question of whether the enactment of the legislation, in absence of a speedy and efficient mechanism to deliver justice in respect of that legislation, be valuable and adequate for the progress of a particular sector or industry.

The reason for the requirement of insurance is to support the ship owners, the buyers as well as the seller of goods in the smooth functioning of their businesses without worrying about the contingencies of their goods being damaged as a consequence of the risk associated with the transport in the high seas. In other words, marine insurance provides the required economic safety component so that the danger of an accident happening during the transportation is not an inhibiting factor in international trade. The

importance of marine insurance, in terms of both the security it provides and its cost element in the overall economy of operating a ship or transporting goods, and in terms of its impact on their balance of payments position on countries, particularly developing countries, cannot be overstressed.

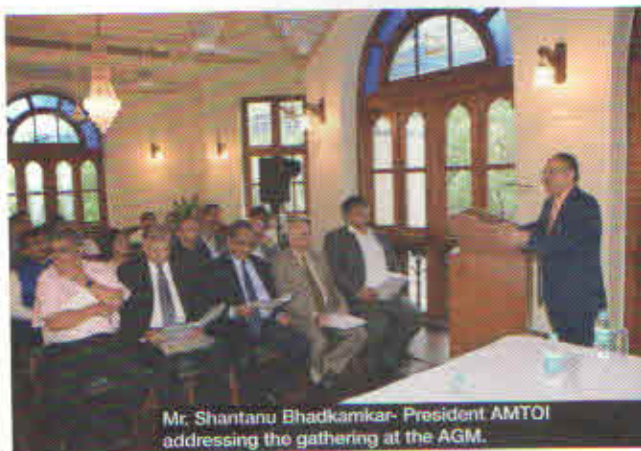
However, the fact that there are varying domestic legal regimes in the operation of the marine insurance industry which has some implications for contracting parties, especially the insured, who will have trouble understanding international insurance market coverage. Without the uniformity in the legal systems of domestic marine insurance, the global behavior of marine insurance would be significantly impeded, especially from the view of the assured. Therefore, considering the global nature of marine insurance, there is a need to harmonize the legal systems regulating the rights and obligations of the parties to the global transport and trade insurance contract. ■

Author:

Krishan Singhania

The views expressed are his own.

AMTOI 20th AGM and knowledge session held on 8th August 2019



Mr. Shantanu Bhadkamkar- President AMTOI addressing the gathering at the AGM.



Capt. Satnam Singh Sahi, MD of M/s. M/s. Astral Freight Forwarders Pvt. Ltd., Mumbai, receiving citation certificate from Mr. R.K. Rubin, MC, AMTOI, for completing 25 glorious years of Service to Exim Trade.

The Association of Multimodal Transport Operators of India – AMTOI, held its AGM on the 20th of August 2019 at the Royal Bombay Yacht Club, Mumbai.

The well attended AGM was followed by an equally well attended Knowledge Session.

The occasion was graced by Shri Subhash Desai, the Honorable Minister of Industries and Mines, Maharashtra as the Guest of Honour.

Mr. Shantanu Bhadkamkar, President, AMTOI, welcomed the Chief Guest, all the speakers and attendees.

A brief report on AMTOI activities was submitted by Mr. Xerrxes Master, Vice President, AMTOI.

Mr. Sanjeev Sinha, Adjunct Professor of Supply Chain Management at the S.P. Jain Institute of Management Research, was the first speaker. He started the knowledge session giving insights on digital transformation in logistics. He also

spoke about Digital Analytics and stated that analytics is going to play a key role in the world of logistics.

He stated that changing the mindset of the industry using digital platforms and data for implementation in day to day activities will be the 4th industrial revolution.

Mr. Luc Arnouts, Vice President, International Relations and Network, Antwerp Port Authority spoke about the Port of Antwerp, which is the 2nd largest port in Europe and its advantages. He stated that the Port of Antwerp was a gateway not just to Belgium, but to the whole of Europe which gives access to the huge commercial European market with rail, road and canal waterways connectivity.

The other advantages were the Be-gate portal, which enhances e commerce and increases the efficiency of Customs clearance in the cross border flow of goods. The free of charge Customs portal Be-Gate, is capable of processing large amount of data and thus guarantees rapid Customs clearance.



Mr. Luv Arnouts, VP, Port of Antwerp receiving a token of appreciation from Mr. Shantanu Bhadkamkar

Ms. N.S.Nappinai, a cyber law expert, gave a talk on data security in this age of growing digitalization. She spoke about the PTB Bill in India and its implications in the logistics industry. She stated that expenditure on cyber security may seem expensive and even unnecessary but hacking and its ramifications would justify the cost benefits. She gave an excellent example of Estonia, where in the year 2007, the whole country had come to a standstill due to cyber hacking by some miscreants. So data security should be taken seriously.



Shri. Sudhir Rangnekar- ex. President of AMTOI addressing the gathering at 20th AGM



Chief Guest Shri Subhash Desai- Cabinet Minister for Industries – GOM, alongwith AMTOI MC members & speakers for the session



Mr. Siva Ramakrishnan, VP of M/s: Avana Logistik Ltd, receiving citation certificate from Mr. T.Venkataraman, MC, Amtoi, for completing 25 glorious years of Service to Exim Trade.



Members and Guests at the 20th AGM

Shri Subhash Desai the Honourable Minister for Industries and Mining, Maharashtra, in his address spoke about the Maitree scheme which was for the benefit of the industry as it was a single window for clearance.

He invited members of the Industry to his office to meet his team and help in formulating policies for the growth of the economy. He stated that Maharashtra has an availability of huge manpower and 30 percent of investments in the country are in Maharashtra. He sought the cooperation of the industry for attracting investments in the state.

Mr. Shantanu Bhadkamkar gave a vote of

thanks to the Chief Guest, all the speakers and the gathering.

He presented the Chief Guest and all the speakers with a memento on behalf of AMTOI.

On conclusion of the knowledge session, the 1st Managing Committee meeting of year 2019-2020 was held at the same venue.

The following office bearers were elected for the year 2019-2020

- Mr. Shantanu Bhadkamkar – President
- Mr. Xerxes Master - Vice President
- Mr. George Abrao – Honorary Secretary
- Ms. Anjali Bhide – Honorary Treasurer

Decoding Generation Gap ...in Family Business

Recently on a rainy afternoon, I was having a cup of tea with a friend Tej Saini. He expressed his frustration, "my brother and I have set up a fairly large business in distribution logistics. Business is good, but our challenge is the younger generation. My son and nephew are in the business. We have given them all the freedom to grow the business. But they always come up with ideas that are too expensive. They want a lavish office and tip-top staff but don't realize that our business does not require such sophistication. Most of the time we end up fighting. It is all about generation gap," sighed Tej Saini.

This is a familiar scenario in families owning businesses, across any size, type, industry or city. The next-gen millennials are a way different than their senior generation, Gen – X. While talking to a class of family business management students, I asked, "What makes you uncomfortable in interacting with the seniors in the family"? There was an awkward silence. A few seconds later, one voice from behind the class murmured, "generation gap".

I paused and asked the question, "what is generation gap"? All the next-gen members, the future successors, appeared to be thinking hard for an answer. After a few whispers, a student raised his mobile phone and said, "Ma'am, generation gap is simple to define. We all use smartphones priced over INR 20,000 and our parents use phones of less than INR 20,000. They want everything cheap, even at the cost of quality and we want good things even if priced high."

Voila! Is the tech savviness the reason for generation gap, or the perception of money and its utility value? I was amused. Having interacted with hundreds of business families and successors, I have observed a factor that strongly influences failure or success of family-run enterprises. It is the family's collective perception about "money" and the value attached to it.

We may define the value of money from the utility we can derive by spending it. We may also link it with our aspirations. For each of us, the concept of "value for money" differs. Taj Saini's perception of growth is developed from his frugal and cost-effective business practices. Sons' perception of growth is based on their belief that the business has to have visibility, branding, and a smart office



infrastructure. Even both the perceptions differ, the common objective is growth.

Successful business families having harmonious relations, have derived a common code of "value for money". The purposes for which money is spent, or invested, or distributed are clearly defined and agreed by all. Priorities of what is good for the family and the business, are established beforehand. The trouble starts when two generation members (usually) differ in their perception of the utility value of money and also fail to align their individual perceptions with the family's collective perceptions.

For example, the younger scion may treat money as a means of comfort and pleasure and the head of the family may treat it as a scarce and precious resource to build the family's wealth. Two generations, two varied purposes...individual's pleasure and family's security, if not aligned, are bound to create trouble.

Generation gap is a nebulous concept. It has existed in every generation since time immemorial and we will keep trying to fathom it till kingdom come. It is not only about two generations' money perceptions but it is also about the family's values that we either transfer or fail to transfer to our next generation. ■

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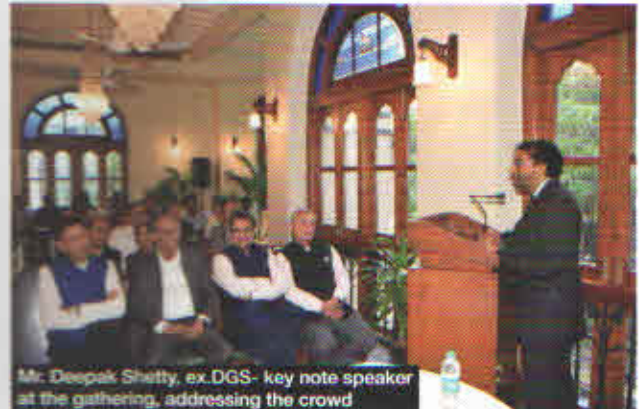
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FREIGHT PLATFORM

“Technology in Logistics, Necessity or Desire”



Shri Deepak Shetty, ex. DGS alongwith AMTOI MC & Panellists releasing the "AMTOI News-Issue-2"



Mr. Deepak Shetty, ex.DGS- key note speaker at the gathering, addressing the crowd

AMTOI YOUTH COUNCIL organized a panel discussion on “Technology in Logistics, Necessity or Desire” on 16th July 2019 at Royal Bombay Yacht Club, Colaba, Mumbai, to bring members up to speed on the latest trends in technology based logistics companies.

Interesting and useful topics were covered by the Panelists such as:-

- Different business models used in the Industry
- How the relationship between Shippers & service providers is likely to change
- Data Security and management issue opportunities
- Opportunities & challenges involved in ramping up technology offerings

Eminent panelists were- Capt. Swaminathan, CMA CGM, Mr. Sanjay Bhatia of M/s. Freightwala, Mr. Sarjak Sheth, Camel Port, Ashish Pandey, KPMG, Mr. Anand Sheth, CKB Groups, Mr. Deepak Shetty, ex.DG Shipping and Mr. Nallesh Gandhi, Express Global Pvt. Ltd.

The Panel discussion was moderated by Mr. Vivek Kele, Director M/s. Team Global.

The Panel discussion touched upon various relevant topics such as Robotic automation & Artificial intelligence, Business Intelligence & Analytical required predicting customer behavior and preference, Adoption of API based Integration vs traditional EDI approach to provide real time information; critical corporate responsibility to bring in transparency in operations across the trade without forgetting the



VIPs & members at the session



Panelists interacting at the session

paradigm of sustainability for development and in the end it was agreed that technology by itself is not the disruptor but not being customer –centric is the biggest threat for any business.

Symposium was concluded with vote of thanks by Mr. Shantanu Bhadkamkar. He quoted Mr. Deepak Shetty talking about creative thinking and disruption and continued saying that with all this first-hand knowledge from stalwarts, we should have a clear idea about what future course to take. Let's think about that! ■

EVENTS

AMTOI Women's Wing organizes presentation on SCMT



Women audience at the SCMT Session



Mrs. Geetha Rubin, Convenor - AMTOI Women's Wing - addressing the gathering

The Women's Wing of the AMTOI organized a presentation on the Sea Cargo Manifest & Transshipment Regulation (SCMT) at MSC House, on September 17, 2019 only for Women representatives of the AMTOI Member Organizations. Capt. Deepak Tewari, CEO, MSC was the key speaker and his team, comprising of Mr. Shaju, Mr. Satish Tondurkar and Mr. Manish Kumar, did the presentation. The event was hosted at the MSC Conference hall.

The session was attended by 66 women from

AMTOI Member organizations apart from Mrs. Geetha Rubin, Convenor, Ms. Anjali Bhide, Ms. Mrunal Tanna and Ms Liji Nowal, Council members of Women's wing.

The presentation was highly engaging, meaningful and clearly brought out the salient features of the SCMT Regulations and its advantages. The presentation was followed by Q & A session. The event ended with Capt. Tewari hosting a high tea for all.

AMTOI Eastern region Chapter GST Inter-active session

AMTOI Eastern Region chapter, Kolkata under the leadership of Mr. Pramod Kumar Srivastava, Convenor and Jaideep Raha, Co-convenor, conducted a very successful interactive GST Inter-active session on 24th June 2019 through Mr. Kapil Kumar Sharma, Partner of Reputed Law firm M/s Lakshmikumaran & Sridharan of Mumbai. It is a Pan India Firm of very high repute and specialises in Direct and Indirect Taxation matters. The topic of discussion was basically understanding of the GST and its application and invoicing and to understand its core principles and implications and cause and effects which was well presented by Mr. Kapil Sharma.

The session was very well attended by large number of participants from MTO's, IATA, CHA, Shipping Line Agencies, Freight Brokers along with AMTOI members of ERC at Williamson Magor Room at the Bengal Chamber of Commerce & Industries.



Mr. Kapil K Sharma interacting with the audience



Mr. P.K. Srivastava, Convenor, ERC addressing the attendees

PCS1x On-boarding session with PORTALL held at Presidency Golf club, Chembur on 28th August 2019



Audience at the PCS1x session



Ms. Ruchika from Portall, addressing the audience at the session.



AMTOI Northern region Chapter meeting in session in Delhi

Insurance liability Seminar held at AMTOI board Room- Faculty - Mr. Jagannath Muthu from Singapore



Audience at the session



Leadership Master-class with Prof. Soumitra Dutta at Taj Palace, Colaba, attended by Mr. Shantanu Bhadkamkar, President and other members of AMTOI on 25th July 2019



Mr. Xaxxre Master, VP, AMTOI giving a token of appreciation to Mr. Jagannath Muthu

JNPT's 30th Anniversary celebrations



Mr. Shantanu Bhadkamkar, President, AMTOI addressing the gathering at the JNPT's 30th Anniversary celebrations at Hotel Taj, Mumbai

Seminar on GSTR 9 and GSTR 9C



On 26.7.2019 held at Peninsula Grand Hotel, Andheri organized by various associations including AMTOI. Mr. Hareesh Lalwani & Mr. Yogesh Ashar attended the session as Panellists

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and well wishers for their valuable patronage and co-operation
that has helped us sail the high seas of success during these long 60 years.*