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BBC Chartering embracing Indian economic development

Exim News Service

MUMBAI, June 22

THE Mumbai Royal Yacht Club was the stage for a private reception earlier this month for about 50 invitees, hosted by Germany-based project carrier BBC Chartering. With a fleet of more than 140 multipurpose vessels and a global coverage with currently 24 regional offices, BBC Chartering is one of the world's leading carriers of heavy lift and project cargoes.

Exim India spoke to Mr Lars Schönemann, Managing Direc-



At the reception are (standing from left) Mr Nadir Vesuvala, Mr Jerrin Pinto (Chartering Assistant, BBC Chartering Mideast DMCCO, Dubai), Mr Denis Bandura (Managing Director, BBC Chartering Mideast DMCCO), Mr Lars Schönemann, Mr Vivian Mascarenhas (Partner, BBC Chartering, Dubai) and Capt. Kapadia of Marcons. Seated is Capt. Adil Vesuvala

tor of BBC Chartering Singapore Pte Ltd, who heads the group's activities in the Asian region and chaired the reception in Mumbai. "We realise that India is an im-

Photo feature 'Glimpses from BBC Chartering's reception in Mumbai'

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portant driving engine of the global economy in the future," he said, and added, "With that role comes increasing demand for shipping capacity, both for

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MSC's rate restoration on India-East Africa trade lanes

Exim News Service

MUMBAI, June 22

THE Mediterranean Shipping Co. (MSC) has announced a rate restoration on the India to East Africa trades.

It will be by \$ 150 per TEU, effective from July 1, 2011.

- Indian Shipping Movements : 1 & 11
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Nailesh Gandhi appointed Trustee on JNPT Board

Exim News Service

MUMBAI, June 22

MR Nailesh Gandhi, President of the Bombay Custom House Agents' Association (BCHAA) and Director of Express Transport, has been appointed as Trustee on the Board of Jawaharlal Nehru Port Trust (JNPT).



He will serve a two-year tenure.



DAMCO app for major mobile platforms

Exim News Service

MUMBAI, June 22

DAMCO, one of the world's leading providers of freight forwarding and supply chain management solutions, has announced that it has released an app for all of the major mobile platforms—iPhone/iPad, Android and Blackberry. The new app is aimed at providing

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BBC Chartering embracing Indian economic development

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import and export trading, and this underlines the need to strategically position BBC Chartering on the Indian Sub-continent."

Emphasising the importance of local partnerships and the promising development of the Indian market, Mr Schönemann stressed, "We are very pleased of tightly working together with our local agent Marcons Shipmanagement Pvt. Ltd. Our goal is to further strengthen this partnership and to significantly increase our local presence in the Indian market through our BBC Chartering office, which has been established in 2010 and since then is successfully headed by Mr Nadir Vesuvala." The close partnership between the two companies was affirmed by Capt. Adil Vesuvala, Chairman of Marcons India, who emphasised, "Our engagement with BBC Chartering goes back many years, and we see a high value in our collaboration that not only helps us as a local business to develop, but the whole Indian market, by providing suitable heavy lift tonnage sup-

porting its economic development."

BBC Chartering offers tramp, affreightment and liner services for a multitude of industries. Such heavy lift services are important for the Indian oil and gas industry, the power generating industry and traditionally all other investment-driven industries, e.g. heavy machinery, vehicles, and mining equipment providers and users.

With a clearly focused business model, BBC Chartering was established in 1997 and has its global headquarters in the city of Leer, a small, almost dormant-seeming town in the northwest corner of Germany. It has since then continually grown and developed, and now represents one of the most trusted names in heavy lift shipping. With a distinctive focus on operating the leading fleet of modern heavy lift vessels, BBC Chartering currently has lifting capacities of up to 700 tonnes.

Recently another 20 vessels, belonging to the Beluga Group (one of the company's former competitors), joined the BBC Chartering brand. "On

top of that, our fleet will grow by another 30 vessels within the next 2 years, of which 20 vessels alone will provide lifting capacities in the range of 700 to 900 tonnes," disclosed Mr Schönemann. "With this newbuilding programme, we responded to market demands that were especially expressed over the years by our core clients that often seek suitable vessels that can be engaged in long-term charters."

"With this big fleet we can cover all aspect of this market, which gives our clients unmatched flexibility for most of their shipping assignments."

It is no wonder that the company has a positive outlook on the future. Commented Mr Schönemann, "In the past two years the market has been difficult for any shipping company. However, such market cycles have always been part of the business we are in. Even with this drop in the market we are going ahead with our newbuilding programme as planned, which shows our faith and trust in the

market and our clients' needs. As such we can be proud of the fact that we can present BBC Chartering as a strong and reliable partner that seeks to play a sustainable role in India, for India and the Asian region as a whole."

A key development Mr Schönemann also mentioned was the launch of a joint venture with Teras Cargo Transport, establishing Teras BBC Chartering for joint ownership of the *M/V BBC Houston*, which now carries the US flag. With this partner, BBC Chartering recently introduced a Papua New Guinea service that features both modern heavy lift and Ro-Ro tonnage on a regular liner service.

In India, the company services all ports on demand basis. The primarily called ports, however, are Mumbai, Mundra, Kandla, Visakhapatnam, Haldia, Kolkata, Tuticorin, Chennai, Dahej, and Mangalore. Mr Schönemann clarified that the company has no plans to venture inland and only focuses on port-to-port movement.

Damco unveils app for all major mobile platforms

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customers a fast and simple way to get an overview on the status of the logistics services being delivered to them by Damco.

Damco is the first logistics provider in the industry to offer its customers apps on all important mobile platforms and this launch is part of an overall effort to prepare for a future where more business processes will need to be efficiently supported on smartphones and tablets.

"The proliferation of mobile devices is making it economical and scalable to reach customers with apps. During recent years, tremendous advances have been made, not only in the capabilities of the devices, but also in their ease of use," says Mr Mark Scotland, Chief Information Officer at Damco.

"As a result, the screens and functionality of the devices are more than sufficient to give customers mobile access to the applications they access via our standard platforms today."

According to market data made public by IT research company Gartner, 428 million mobile communication devices were sold in Q1 2011, which represents a 19 per cent increase year-on-year. Smartphones continue to outpace the rest of the market and accounted for 23.6 per cent of overall sales in Q1 2011, an increase of 85 per cent year-on-year, according to Gartner.

"Even entry-level smartphones will be capable of running business apps over the next years, especially in developing countries. We need to meet customers on these platforms and not only focus on targeting the conventional stationary PC, which is what the logistics industry has done traditionally," says Mr Scotland.

First step of a larger journey

The tracking app Damco has made available for iPhone/iPad, Android and Blackberry will make it possible to track shipments quickly using a device that is available at all times instead of being tied down by a normal PC. In industries where secure and constant delivery of goods are essential—apparel and retail, for example—this flexibility is valuable.

Initially, Damco's apps will offer tracking of ocean freight shipments, and the plan is to expand the functionality with airfreight tracking and provide mobile access to a number of the key customer-facing applications that are currently accessed by customers using myDamco, a portal on www.damco.com.

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