



MARITIME ASSOCIATION OF NATIONWIDE SHIPPING AGENCIES - INDIA



40th AGM

28th September 2018

ANNUAL GENERAL BODY MEETING



AGENDA



1. Welcome Note

2. Highlights

3. Financial Health

4. Status Update : Agenda Items

5. Additional Items

6. Information



Part I - Welcome Note



❖ Thank you for your support

❑ Last AGM as President

- Have spent 10 years in the service of MANSA
 - 6 Years as the Member of the EC
 - 4 Years as the President

❑ To serve

- Another 2 Years as Immediate Past President

❑ Altogether 12 Years

- 21.5 % of my Life : Dedicated to MANSA
- 30% of my Working life

❖ Long & Arduous Journey

❑ But Interesting & Educative

❑ Supported by MANY

- Opposed by some
 - Good to keep the Check & Balance





Part I - Welcome Note...Cont'd



- ❖ **We started the election process 6 months ago**
 - ❑ 2nd April 2018 (Election Year)
 - Notification for election and circulars to call for the nominations
 - **30th April 2018** : Last date to receive the nominations
 - **7th May 2018** : Sorting of all the nominations
 - **1st June 2018** : Results declared
 - **15th June 2018** : Office bearers nomination
 - **27th June 2018** : President/ Vice President elected
- ❖ **Overlap with the new Executive Committee for 2 months**
- ❖ **So, the next President will take over Today**
 - ❑ Present Agenda for next Term
 - ❑ Supported by the new Executive Committee
 - ❑ So that the new EC can hit the ground running
- ❖ **Here TWO points are NOTE worthy :**
 - ❑ **The Women Empowerment member**
 - Now a EC Member
 - ❑ **YMF chairman elected as VP**
 - Incubator for the future EC members



□ **Summary of Tenure**

- ❖ The Thought...
- ❖ The Theme...
- ❖ The Idea...
- ❖ Raise the Profile & Pass on the Baton...



1st Year (2015) – The Thought was..



Survive

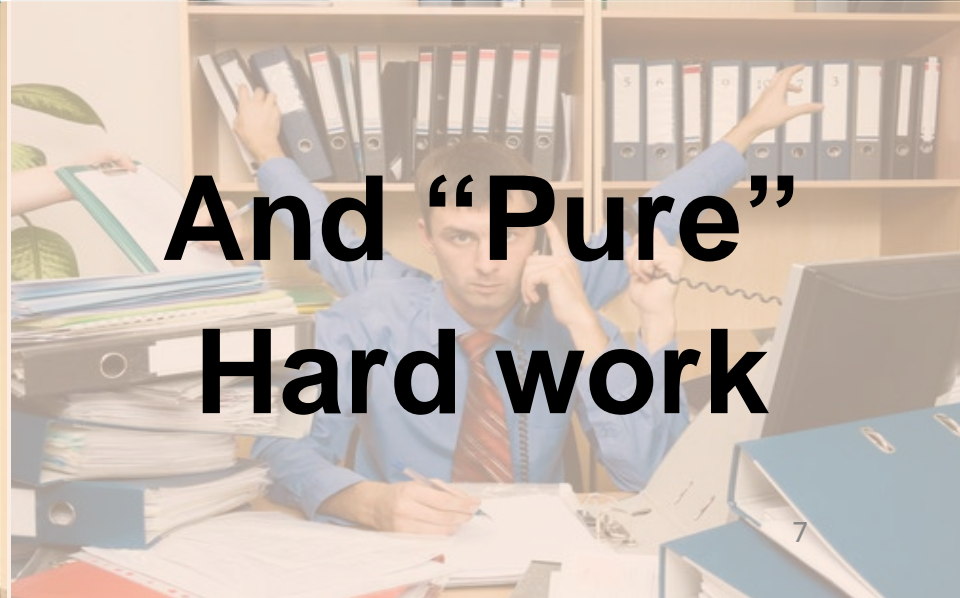
We must.....

**And to
Revive...**

**We must
“INNOVATE”
That too
“Constantly”..**



2nd Year (2016) – The Theme was..





3rd Year (2017) – The Idea was..



Smooth Sailing

Navigate Rough Seas..

- **Geared for Action**



Chart the Course



For the Future



Current Year (2018) – Raise the Profile..





Part II - Highlights



□ MANSA's Core Functions

❖ Issues Tackled / Communication

❖ Major Issues : Top 10 highlights only

- Service Tax : Action Taken
- Sea Cargo Manifest & Transport Regulations
- Landing & Loading of MAFI Trailer
- Port Community System Version 2.0
- Repairs & Restoration





MANSA's : Core Function

Issues Tackled & Communication



Issues Tackled

2014 - 17

Communication

JNPT

33

MbPT

62

All India

90

TOTAL

185

No of Letters to the Ministries

137

No of Advisories to the Members

1,651

Issues Tackled

2017-18

Communication

Total Issues

MbPT

130

JNPT

34

TOTAL

164



Increased Activity

Other Initiatives

No. of Advisories To Members

437

No. of Letters To Ministries

35

MANSA's : Core Function



Major Issues : Top 10 Highlights Only

1. Service Tax imposed on Ship Agents

- Mansa's request for considering Exemption OR Relaxation on the liability
 - ❖ **For Shipping Agents** : During the period - 22/01/2017 to 22/04/2017 under Section 11C

2. Sea Cargo Manifest and Trans-shipment Regulations : Customs Notification No. 38/2018

- Dated 11/05/2018

3. Task force to review & revise Customs Act 1962, Custom Tariff Act, 1975, rules & regulations

- Different Customs Offices follow different Systems

4. Landing / Loading of MAFI Trailer

- Bond Executions & Release of **MAFI trailer detained by customs**

5. Relaxation of Cabotage Law

- For Foreign vessels during coastal voyage in India

6. Port Community System : Version 1X / 2.0

- Nomination for Steering Committee & Working group

7. Extraction of Pinnacle obstructing ship movements : Mumbai approach Channel

8. Western Leaf Inner Lock Gate of MBPT : Repair & Restoration

9. Improving productivity and turnaround time (TRT) by deploying Pvt Labour against shortage

10. Payment in US Dollars by Jawaharlal Nehru Port Trust (JNPT)

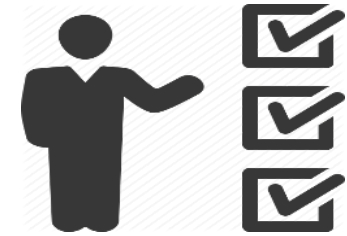


Service Tax : Action Taken

Recap : 2016-17



- ❖ **12th January 2017 : 1st Notification by TRU Cell (CBEC)**
 - Effective : 22nd Jan, 2017
- ❖ **13th February 2017 : Special EC Meeting with LKS Reps**
 - Letters & Representation made to Authorities
- ❖ **27th February 2017 : Letter to Commissioner Service Tax with CC to :**
 - JS-TRU
 - Chairman CBEC
 - Honourable MoF
- ❖ **15th March 2017 : Meeting with Chairman, CBEC**
 - Attended by President MANSA, LKS Reps & Chairman L&T Committee
 - Asked for time to reconsider Trade request
- ❖ **13th April 2017 : 2nd Notification from CBEC - Effective : 23rd April 2017**
- ❖ **09th May 2017 : Special EC Meeting with representation with Deloitte reps**
- ❖ **26th May 2017 : ECM attended by Stalwarts & Luminaries**
- ❖ **27th May 2017 : 15th June 2017 : Evaluated 9 Law Firms**
- ❖ **14th June : Letter to the Hon. Prime Minister**
- ❖ **15th June 2017 : Letter Secretary, DoR, MoF**
- ❖ **29th June 2017 : Meeting Member Revenue & Member Admin., CBEC**
- ❖ **03rd July & 13th July 2017 : Letter to Member Admin, CBEC**



Service Tax : Action Taken

Recap : 2017-18



- ❖ **17th July 2017** : Telecom & Letter to Member Admin, CBEC
- ❖ **28th July 2017** : Telecom & Letter to Commissioner Service Tax & GST
- ❖ **10th August 2017** : Lawyers asked to file the petition with :
 - More no. of Co - petitioners
- ❖ **11th August 2017** : Telecom follow up with Commissioner Service Tax
- ❖ **18th August 2017** : **Writ Petition Finalized & ready for filing**
- ❖ **26th September 2017** : **Filed a writ petition in the Bombay High Court**
- ❖ **06th November 2017** : Filed Praecipe for urgent interim reliefs and hearing
 - Hon'ble Court did not entertain the request
- ❖ **21st February 2018** : **Acceptance of members to become co-petitioners**
- ❖ **27th February, 2018** : Respondents filed its detailed affidavit in reply to the writ petition
- ❖ **05th March 2018** : **Amendment to writ petition to include 21 agents as co petitioners**
- ❖ **20th March, 2018** : MANSA's rejoinder drafted but to be finalized by Mr. Nankani
- ❖ **06th Nov 17- 25th June 18** : Writ petition not called out for hearing by the Court
- ❖ **15th May 2018** : Few MANSA member received Show Cause Notice from ST dept.
- ❖ **24th Aug 2018** : Writ Petition is listed for admission hearing, before Division Bench.
- ❖ **7th Sept 2018** : Case scheduled for hearing; No hearing held
- ❖ **27th Sept 2018** : Next hearing listed



Note : 10th September 2018 : Writ Petition due to be listed before the Division Bench

Status of Other Writ's filed...



Court	Writ Petition (WP)	Status
High Court of Bombay (Goa Bench)	WP No. 628 of 2017 M/s. Hiralal and Company	<ul style="list-style-type: none"> No action was initiated by the Tax Department against the Petitioner High Court did not find a cause of action and <u>disposed off writ petition</u>
High Court of Karnataka	WP No. 32835 of 2017 filed by Mangalore Steamer Agents Association	<ul style="list-style-type: none"> Admitted on 10th October, 2017. Notice issued to respondents & granted four weeks (from 10th October, 2017) to file a response. <u>Next date of hearing yet to be notified</u>
High Court of Madras	WP No. 2147 of 2017 filed by the Chennai and Encore	<ul style="list-style-type: none"> Respondents directed on 30th January, 2017 to file reply within three weeks and Rejoinder, if any to be filed before next date of hearing <u>Tax Department restrained from taking any coercive measures against the Petitioner</u>



Sea Cargo Manifest & Transport Regulations 2018



❑ Notification 38/2018

- ❖ **Ship Agents :**
 - To Register with the Customs

- ❖ **Filing of IGM :**
 - Before the Arrival of the Vessel

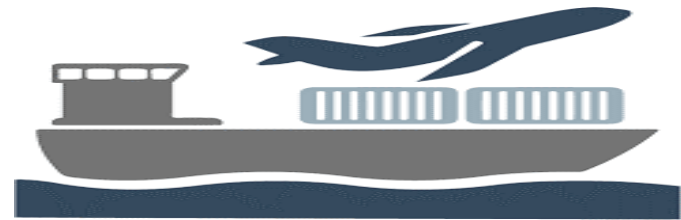
- ❖ **Filing of EGM :**
 - Before the Sailing of the Vessel

- ❖ **Initial Date of Implementation : 1st Aug 2018**
 - Postponed till 1st Nov 2018
 - Opposed by various Associations



Now, what is the way forward :

- Notified the Members
- Advise to Members ?





Landing / Loading of MAFI Trailer



❑ Customs wrongly detained MAFI trailers

- ❖ Affecting RORO Vessel Operators

❑ Action take by MANSA :

- ❖ Convinced Customs that procedure were followed
- ❖ Detention was Lifted

❑ Current approach :

- ❖ Procedure were set up on par with containers
- ❖ MAFI movements are allowed
- ❖ Mumbai port granted relaxations
 - SOP's issued



Port Community System Version - 1.0X & 2.0

Formation of MANSA Team



❑ **Emails Circulated to :**

- ❖ Executive Committee Members
- ❖ PCS Members

❑ **Names are as follows :**

❖ **IPA Steering Committee**

- Capt. Ram Iyer

❖ **JNPT Working Group**

- Capt. Manish Verma
- Mr. Manish Kumar
- Mr. Mayur PP Singh
- Mr. Ravi Konar
- Mr. Sanjeev Gokakkar
- Mr. Satish Todurkar
- Mr. Unni Nair

❖ **MbPT Working Group**

- Mr. Hiren Ved
- Capt. Ram Iyer
- Mr. Nikhil Tisgaonkar
- Mr. Vijay Ashar

These groups are taking up this work with the MoS, IPA, FILA & the consultants (PWC)



Repairs and Restoration

Western Leaf Inner Lock Gate of MBPT



❑ Lock Gate damaged Underwater :

- ❖ Diver's Checked for Immediate Repairs can be done

❑ Major Damage found :

- ❖ Tender were floated to carry out Repairs

❑ MBPT Stand :

- ❖ Work in process

❑ MANSA's Stand :

- ❖ Awaiting Appointment with MbPT's Chairman
- ❖ Issued Appeal
- ❖ Press Release





Part III - Financial Health



□ Financial Health

- ❖ From Year 1977-2014
- ❖ From Year 2014-2018

□ Fixed Deposits

- ❖ From Year 1977-2014
- ❖ From Year 2014-2018
- ❖ Conferences Income/Expenses

□ Legal Funds Collected & Expenses





Financial Health

From Year 1977-2014 in 36 Years

Funds from Membership
(130+)

₹2.23 CR

Funds Collected

₹1.24 CR

Expenses

₹3.12 CR



Cash Balance

₹0.35 CR

From Year 2014-2018 in 4 Years

Funds from Membership
(88)

₹2.30 CR

Funds Collected

₹2.99 CR

Expenses

₹4.68 CR

Cash Balance

₹0.61 CR

Active
MANSA

3%

141%

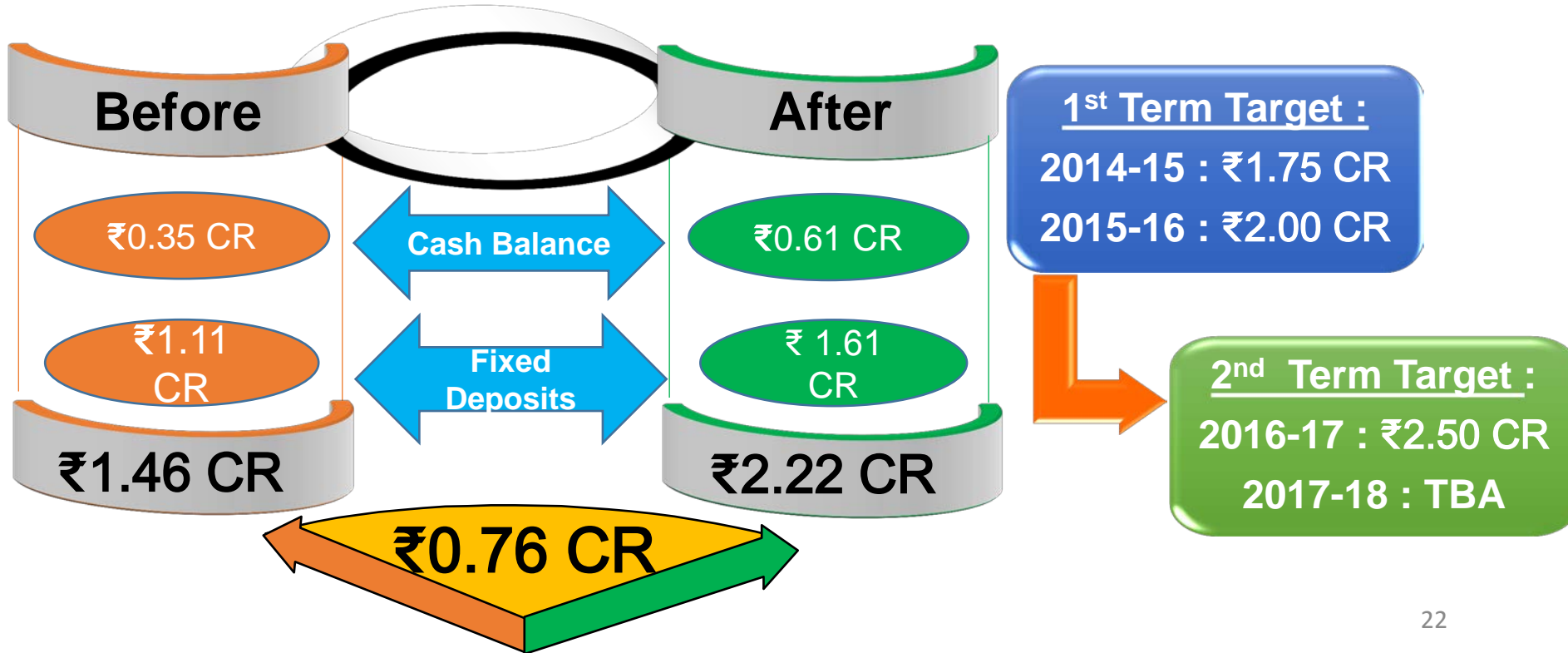
50%

74%





Fixed Deposits





Conferences Income / Expenses



Sr. No	Particulars	Major Income	Major Expenses	Difference
1	Conference on Anti Trust / Competition / Commission / Anti Bribery / Corruption	₹ 32,85,526	₹ 17,97,082	₹ 14,84,444
2	Conference on Ease of Doing Business in the Indian Maritime Sector	₹ 25,63,500	₹ 24,73,088	₹ 90,412
3	Conference on Implications of GST on Maritime Trade	₹ 30,29,565	₹ 21,34,345	₹ 8,95,220
	TOTAL	₹88,78,591	₹64,04,515	₹24,74,076

- Raised funds for Annual reports – ₹. 4.23 Lacs
- Conducted Conclaves – No Funds raised

Note

Legal Funds Collected / Expenses



1. Stamp Duty Balance : ₹1,546,099/-

- ❖ Expenses : Not Recorded

2. *CCSP & Service Tax : ₹15,50,000/-

- ❖ Expenses : ₹ 7,40,341/-
- ❖ Balance : ₹ 8,09,659
- ❖ Total Members : 88
 - Members Paid : 62 (@ ₹ 25,000/-)
 - Members Not Paid : 11
 - Members Not interested : 4
 - Discontinued Membership: 11

3. **Service Tax : ₹7,800,000/-

- ❖ Expenses : ₹ 13,75,557/-
- ❖ Balance : ₹ 6,424,443/-
- ❖ Total Members : 81
 - Members Paid : 39 (@ ₹ 2,00,000/-)
 - Members not paid : 34
 - Members Not interested : 06
 - Members Discontinued : 02

Total Balance : ₹87,80,201



**Exclusive Accounts
being maintained
separately**



* Initially, amount collected (Rs 25,000 per member) jointly for Service Tax & CCSP

** Later, members decided to go for litigation, MANSA collected Rs 2,00,000 per member for Service Tax



Part IV - Major & Non Major Agenda Status Update

UPDATE

❑ Last Term Score : 2014 – 2016

- ❖ Major and Non Major Agenda

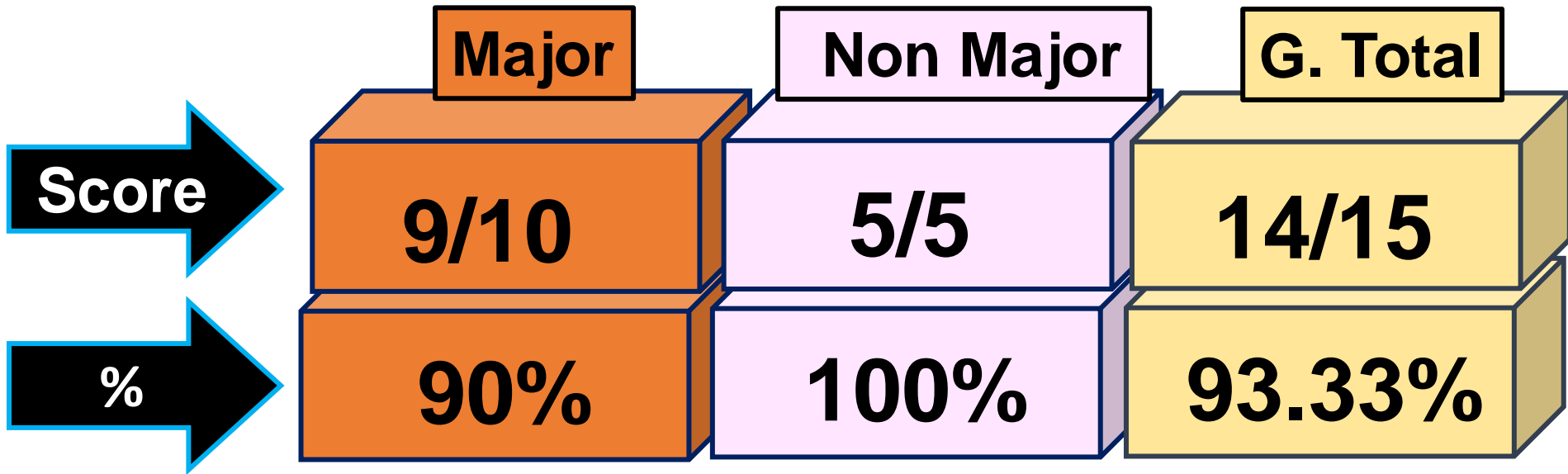
❑ Current Term Score : 2016 – 2018

- ❖ Items Continued
- ❖ New Items Done
- ❖ New Items - WIP





Last Term Score : 2014 -16



Major & Non Major Agenda : 2014 - 16



Major Agenda

1. To form Young MANSA Forum
2. Encourage Women Empowerment
3. Submit TWO White papers to the MoS
4. Make SOP for Port procedures
5. Partner with "International" Trade Bodies
6. Launch MANSA Annual Awards
7. Conduct Seminars & Conferences
8. Amend articles after ratification by EC
9. Make MANSA financially stronger
10. Reinstatement MANSA on BOARD of Trustees

- Unsuccessful with Port of Zeebrugge
- Hence we didn't go for another one

Non Major Agenda

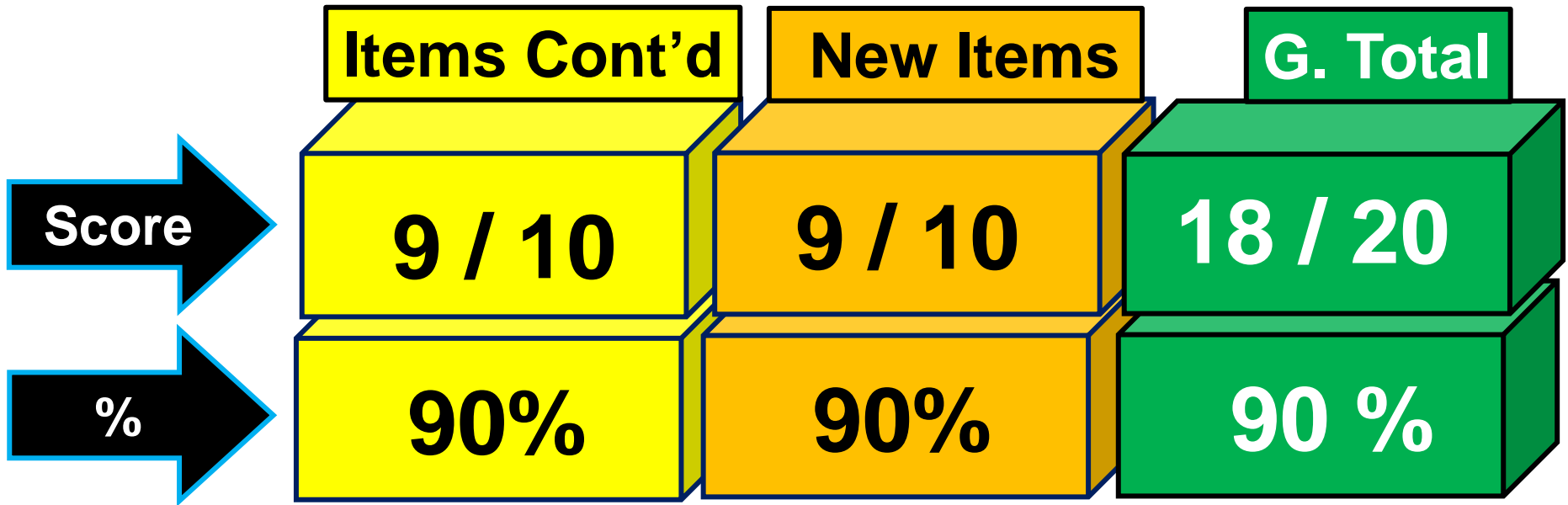
1. Make an Annual Calendar
2. Organizing Monthly Press Release
3. Interaction with Indian/Local Trade Bodies
4. Organize Member Conclaves
 1. Overweight Container & New Regulations
 2. Banking Frauds & how to avoid / Revised IT Rules
5. EC Member to take up at least 1 independent initiative during their tenure

1. Partner with "International" Trade Bodies
 - Singapore Agents Association
2. Reinstatement MANSA on BOARD of Trustees





Current Term Score : 2016 - 18





1. Conduct Seminars & Conferences

- Conference : Implication of GST on Maritime Trade

2. Encourage Women Empowerment

3. Annual MANSA Star Awards

- Change Criteria of Evaluation
 - ❖ Basis Full CV of Candidates

4. Make MANSA Financially stronger

5. Organize Member Conclaves

- Conclave : Service Tax on Prepaid Import Freight

6. EC Member to take up at least 1 Old + 1 New Agenda Item during their tenure

7. Submit “Two” White papers to the MoS

- Development of Hinterland Connectivity, Multi Modal Logistics & Coastal Shipping In India
- Sustainable Developmental Goals for Indian Maritime Industry
 - ❖ Based on United Nations Guidelines

8. Organize Monthly Press Release – Continue Media engagement

9. Interaction with Indian/Local Trade Bodies

10. Partnership with APZI (Port of Zeebrugge, Belgium)





1. Reconstitute YMF

2. Amendments to MANSA Rules & Regulations

- As Agreed at EGBM
 - ❖ Refurbish Election Process
 - ❖ Limit Group Company Nominations to the EC
 - ❖ Ratify the deployment of YMF & WE

3. Restructuring of the MANSA Sub-Committees

- Out Line Meeting Schedules
- Draw-out their Agenda's
- Record Minutes of Meetings
- Regular feedback to EC

4. MANSA supported creation of FILA

- Advised IPA for creating comprehensive Port Community System (PCS)

5. Additional Staff for MANSA Secretariat

6. Draw Out a Common agenda with CSLA

7. Change of Name for MANSA

- To Give an ALL India Profile
 - ❖ Maritime Association of Nationwide Shipping Agencies - India (MANSA)

8. Inviting nominated members to the EC Meeting

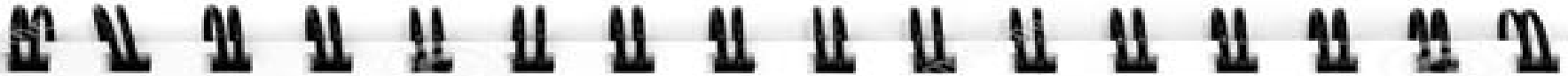




New Items : WIP

SCORE

9 / 10



9. Mansa Representation on ALL INDIA basis*

- Cluster 1 : New Delhi
- Cluster 2 : Kandla / Mundra / Pipavav
- Cluster 3 : Mumbai / Nhava Sheva (Head Quarters)
- Cluster 4 : Goa / Mangalore / Cochin
- Cluster 5 : Chennai / Tuticorin / Ennore / Katupalli / Krishnapatnam
- Cluster 6 : Vizag / Paradip / Kolkata / Haldia



10. Enhance the Relationship with NMIS*

- For training the employees of our Members
- As well as the aspirants in the Shipping trade as a “Corporate Social Objective”



**Note - 0.5 Marks for WIP*

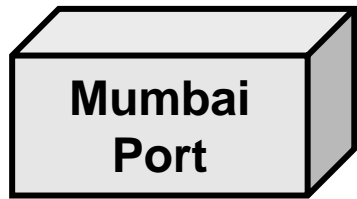


Part V - Additional Items



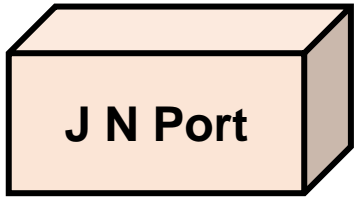
- Sub-Committees & Activities
- Media Exposure
- Some Miscellaneous Matters

Sub-Committees & Activities 2016-18



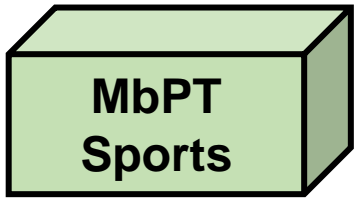
Chairman and Vice President
Mr. Hiren C Ved
(Co-Chairman)
Mr. R Subramaniam Swamy

Members :
Mr. Sanjay S Dalvi
Mr. Vispi R Badhniwala
Mr. Vinay C Hatkar



Chairman and Vice President
Capt. Gave K. Sarkari
Co-Chairman
Capt. Dhananjay V. Javdekar

Members :
Mr. Subhash Rajkumar
Capt. Vinod Nair.
Mr. Manish Kumar
Mr. Victor Fernandes



Chairman and Vice President
Mr. Hiren C Ved
Co-Chairman
Mr Mayur Vichare

Members :
Mr. Sanjay Lad
Mr. Vispi R Badhniwala
Mr. Mayur P.P. Singh
Mr. Vinay Hatkar



To be reconsidered by NEW EC



Chairman
Mr. K P Unnikrishnan
Co-Chairman
Mr. Brian R Alexander

Members :
Mr. Anand Harshe
Mr. Sandeep Rajani
Mr. Vinod Purohit



Chairman
Mr. Praful B Chabukswar
Co-Chairman
Mr Harish Bangera

Members :
Mr. Santhosh Kumar KT
Mr. Murugaiah S Servai
Mr. Makarand S Kanade
Mr. Subhash Raikumar





Media Exposure



No. of Coverages

Apr'17 – Mar'18

27

Apr'18 – Till Date

24

□ As per industry benchmark in the PR space

Media Coverage Value

₹25.50 Lakhs



**Mr. Kailash Rajwadkar
(Media Coordinator)
Compensation = 3 Lacs P.A**

This has "Raised" MANSA's Visibility to a Great Extent

Some Miscellaneous Matters...



1. Memberships :

❑ Founder Member of FILA

- ❖ Capt. Vivek S. Anand is the Vice President (2018-2020)

❑ Member of FONASBA

- ❖ Enrolled : 19th July 2018
- ❖ Membership Fee : ₹ 2.19 Lacs
- ❖ FONASBA has been sending Regular Circulars
 - Pertaining to : Time charter / Assessment index / Business Analysis etc.

❑ Lloyd's List South Asia, Middle East & Africa Awards

- ❖ President MANSA : On Judging Panel for 2017 & 2018



2. Streamlining & Systematizing the MANSA activities

- ❖ E-Filing : Old documentation
- ❖ New Recruitment ??
- ❖ MANSA arranged Swipe Machine for enabling members to make payments
- ❖ PC'S upgraded
- ❖ Smart Phones provided to MANSA Employees
 - Email monitoring 24x7



3. Renovation of MANSA has also been done

- ❖ Cost of Renovation ₹29.80 Lacs
 - Savings from Conferences and Sponsorships



Part VI - Information



❑ **MANSA Membership**

- ❖ Status Update

❑ **MANSA Publications**

- ❖ Documents Released
- ❖ Publications Shared
 - MoS / PMO
 - National Shipping Board & Indian Merchant Chambers
 - National Committee for Shipping & Ports (CII)

❑ **Pending Issues**

- ❖ Service Exports from India Scheme
- ❖ Reduction in dwell time from 10/7/3 days
- ❖ Global Data Protection Regulation – EU
- ❖ Maritime Anti Corruption Project : Port Integrity Project (India)
- ❖ Coastal Shipping : Foreign to Coastal
- ❖ MANSA's National Presence

❑ **Global Recognition**

- ❖ MANSA's Stature acknowledged Globally..
- ❖ The FONASBA Advantage





MANSA Membership



Status Update



Annual Subscription

Fee Received :
₹27.00 Lacs

Total Members :
81

Paid : 66

Not Paid : 11

New Members
01

Member
discontinued 03

Annual Subscription Expected
from : 11 Members



Associate Members

Fee Received :
₹1.10 Lacs

Total Members :
08

Paid : 04

Not Paid : 03

New Members
01

Annual Subscription Expected
from : 3 Associate Members



MANSA Publications





Documents Released..



S. No.	Name of the Book	Occasion on which Printed	Year
1.	<u>Compliance Manual</u> on Anti-Bribery/ Corruption Competition Law	37th AGM	11th Sept 2015
2.	<u>Think Tank</u> for Maritime Sector	37th AGM	11th Sept 2015
3.	<u>101 Issues</u> Plaguing the Indian Maritime Sector	Conference on Ease of Doing Biz in Indian Maritime Sector	6th May 2016
4.	<u>Standard Operating Procedures</u> : JNPT, MBPT & CISF	37th AGM	Sept 2015 - 16
5.	<u>Master Plan</u> for the Development of Port & Terminals in the Country	38th AGM	16th Sept 2016
6.	<u>Transforming India's Multimodal Logistics</u> Hinterland Connectivity Coastal Shipping	39th AGM	1st Sept 2017
7.	MANSA's Perspective on <u>United Nation's</u> <u>Sustainable Development Goals</u>	40th AGM	28th Sept 2018



Publication's Shared...

❖ Ministry of Shipping

❑ Prime Minister's Office

❖ National Shipping Board & Indian Merchant Chambers

❖ National Committee for Shipping & Ports (CII)

1. Master Plan for the development of Ports & Terminals
2. Development of Hinterland connectivity, Multi Modal Logistics & Coastal Shipping in India
3. Think Tank for Maritime Sector
4. Ease of doing Biz - 101 Issues



* Next President / Vice President's could follow up



Pending Issues



**Pending
Issues**

Service Exports from India Scheme



- ❑ **Govt introduced SEIS to promote :**
 - ❖ Export of Internationally tradable services
 - ❖ MEIS for promotion of export of goods

- ❑ **DGFT's Policy Circular No. 08 dated 21.06.2018**
 - ❖ **Nullifies Ship Agents eligibility for SEIS reward by compelling to relinquish entitlement**
 - FOREX earnings will go to Domestic Service Providers
 - Services are purchased by ship agents in INR
 - Treating INR deemed as foreign exchange
 - ❖ **Circular not in accordance with the RBI guidelines and EXIM Policy 2015-20**
 - Relinquishing FOREX entitlement to Major Port Trust is arbitrary & biased

- ❑ **RBI has NO Guidelines & Major Port/s being Statutory Authority**
 - ❖ **Central Government may be approached to consider the few of many facts**
 - Shipping Agent/s Quote Lower Charges considering the SEIS benefits @ 5%
 - Of Net Foreign Exchange
 - Changes in DGFT process would result in huge losses
 - ❖ **Any recovery of the SEIS benefits that shipping agents have passed to customers :**
 - Could result into closure of the shipping agency business

- ❑ **Association may consider filing a Writ Petition before High Court**
 - ❖ The affected members may individually file petitions in their respective jurisdictional High Courts



Reduction in Dwell Time



❑ Dwell Time reduction from 10 / 7 / 3 days

❖ Ships agents are not responsible :

- Payment of excess dwell time charges due to the fault of the terminals etc.

❖ Orders are awaited from the TAMP:

- The Chairman indicated to pinpoint responsibility :

- Due to whose fault containers were delayed &
- He desires to reduce free days in stages

- MANSA requested the charges should be :

- Levied on defaulting terminal operators for delaying the dispatch of the containers &
- Shouldn't be levied on Ship Agents

Global Data Protection Regulation – EU



❑ Came into effect from 25th May 2018

- ❖ Protection to Individual Privacy
- ❖ Applicable to companies operating / dealing with individuals in EU
- ❖ Impacts storing, processing, accessing, transferring individual's data records

❑ As Shipping Agents,

- ❖ We have to comply with the GDPR since we deal with companies in EU
- ❖ As data is collected by ship agents & shared with various organizations
- ❖ With the GDPR in force, it would be agent's responsibility to share the data
- ❖ Data passes through Govt. agencies yet not feasible to destroy the data
- ❖ Cannot demand to sign any declaration not to disseminated data with an individual's approval

❑ MANSA's Stand :

- ❖ MANSA had asked FONASBA to conduct a general survey:
 - Asking FONASBA member countries what they are doing & advise MANSA Members
- ❖ FONASBA's comments were circulated :
 - All are asked to obtain an assurance from the port authority & the relevant enactment they got under which they are demanding details of Biometrics to those who approached for the Dock Entry Permit
- ❖ Awaiting feedback from the members

Maritime Anti-Corruption Network



Port Integrity Project (India)

❑ The Maritime Anti-Corruption Network (MACN) :

- ❖ Established in the year 2011
- ❖ Working against corruption in the Maritime industry
- ❖ Vision – To make maritime sector free of Corruption
- ❖ Enabling fair trade practices

Barriers in the Maritime Sector : Corruption is impeding economic and social development & Driving up the Trade cost

❑ MACN'S collective action approach :

❖ Dialogue with stakeholders :

- As they play a central role in the clearance of goods through maritime ports worldwide.
 - Customs, ports, immigration and quarantine authorities

❑ Anti Corruption measures in India : GOI has introduced

- ❖ E-governance systems & new legislations in public authorities
- ❖ Demonetization targeting cash-centric black market

❑ MACN's Incident Data – India

- ❖ Over 400 incidents of corrupt demands were reported through MACN's reporting mechanism.
- ❖ Rejection to the demands could lead to :
 - Threats of delays & Violence

❑ Proposal to Strengthen Integrity in Ports links well with priorities of GOI

❖ Hence MACN will :

- Start pilot projects for MbPT & JNPT & will start campaign with govt. Support
- Impact study initiated by the end of 2019.

Coastal Shipping : Foreign to Coastal



❑ Different Customs Jurisdiction are having different Interpretation

- Complex & cumbersome procedures
- Increasing Cost of Owners / Charterers / Agents
- No Clarity for Procedure to be followed

❑ Confusion for conversion of Foreign Flag to Coastal & vice versa

❑ MANSA's Approach :

- Form a Team to deal with the issue
- To write to the concerned / relevant Government Authorities :
 - Prime Minister's Office
 - Ministry of Shipping
 - Ministry of Finance
 - Others

❑ Matter should be raised under the Ease of Doing Biz initiative



MANSA's National Presence



Like Sagarmala, MANSA is also developing clusters across India

1. DELHI



Delhi

2. GUJRAT CLUSTER



Kandla

Mundra
Pipavav

6. ORISSA & WEST BENGAL CLUSTERS



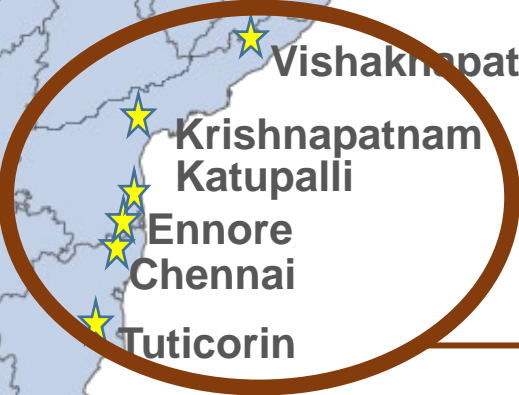
Kolkata
Haldia
Paradip

3. MAHARASHTRA CLUSTER (HQ)



Mumbai
JNPT

5. TAMIL NADU & ANDHRA PRADESH CLUSTERS



Vishakhapatnam

Krishnapatnam
Katupalli

Ennore
Chennai

Tuticorin

4. GOA, KARNATAKA & KERALA CLUSTERS



Goa

Mangalore

Cochin



Global Recognition





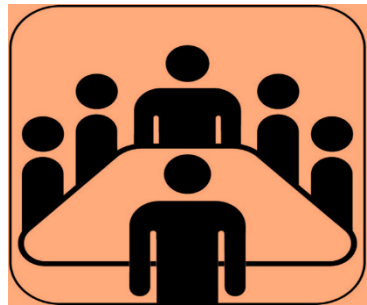
MANSA's Stature Acknowledged Globally..



YOU'RE INVITED!

❖ Lloyd's List South Asia, Middle East and Africa Awards Judging Panel 2018

- Awards Ceremony
 - Venue : Dubai



YOU'RE INVITED!

❖ The Federation of National Associations of Ship Brokers and Agents (FONASBA)

- YMF members have been invited for BIMCO seminar in Naples, France on 27th Sept 2018



YOU'RE INVITED!

❖ The Federation of National Associations of Ship Brokers and Agents (FONASBA)

- Nominated President MANSA as a Vice President – Middle East & Sub-Continent Region





The FONASBA Advantages



1. **Exposure to International organization and exchange of views / procedures**
2. FONASBA : Seat at IMO
 - ❑ Including IMO 70 High-Level Forum
3. **Networking with International players of shipping industry in their events**
4. FONASBA can provide support or issues of common interest
 - ❑ Procedures adopted at national level
 - Which are Internationally accepted
 - FONASBA Port Procedures Survey
5. MANSAs Members : Can avail FONASBA Agent Diploma for employees
6. **General data protection regulation (GDPR) – shared the Compliance procedure**
7. Union Customs code - Liability of Ship Agents for custom entries
8. Invitation to attend :
 - ❑ Hamburg S&P/newbuilding broker event : 05th September, 2018
 - ❑ FONASBA - BIMCO seminar on AAA/GAA documents : London - 20th September, 2018
 - ❑ ECASBA European seminar : Barcelona 4th/5th June 2018
9. **Weekly Newsletter : Useful Information**
 - **Provided by the Hamburg Shipbrokers' Association**
10. FONASBA website advertising opportunities available for Marine related companies





Summation



Summation



- ❑ **It was indeed a Pleasure & Learning experience**
 - ❖ Serving MANSA for such a long duration
- ❑ **I am sure that the New EC and the New President**
 - ❖ Will take the legacy forward as the future lies in their hands
 - ❖ Together they all will take MANSA to greater heights in the years to come
- ❑ **All I can say is :**
 - ❖ **The Day a Member of the WE or YMF will become the President**
 - ❖ That would be the day I would think
 - I succeeded to add a drop to the ocean of Good Work done by the Past Presidents & MANSA as a whole
 - And have contributed a Vee bit to the Maritime Fraternity
- ❑ **I Guess, its now time to start “fading” away into the Horizon**
 - ❖ And pass on the Baton to Younger
 - ❖ And More Competent people in the Fraternity
- ❑ **As Warren Buffet says....Someone is sitting in the shade today because someone planted a tree long time ago... Its so true...**
- ❑ **Jai Hind & Jai Maharashtra...Long Live MANSA...**

Thank
you

