

WISTA India President at SPJIMR Operations Management Conclave 2014

MUMBAI : Promoting shipping and logistics as a career amongst students, WISTA India President, Sanjam Sahi Gupta, Director at Sitara Shipping Ltd., spoke at premier business school SPJIMR's Operations Management Conclave 2014 Annual Business Academia Conclave of SP Jain Institute of Management and Research.

The other speakers were Prof Nick Vyas, Head SCM at Marshall School of Business Univ of South Carolina, Mr Vikas Anand, COO DHL India, Mr Jagdeesh Kunchey Head SCM ITC and Mr Samit Dutta, President Global SCM Piramal Group.

Prof. Umesh Bhandhari, HOD pointed out that despite being the youngest speaker, Sanjam, an alumni of the Institute had achieved a lot and was keen for the students to take inspiration from her. Corporate entities have quintessential role to play in uplifting excellence in logistics sector by displaying their spirit of competitiveness was the unanimous consensus of speakers at the annual business academia conclave of SP Jain Institute of Management and Research in Mumbai on Jan. 17.



Sanjam Sahi Gupta,
WISTA India President
addressing the conference

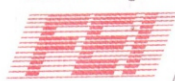
Speakers from the top-notch corporate houses deliberated on a variety of current topics including stubborn supply chain cost, GST rollout, consolidation of warehouse, cost of IT on SCM, cutting down the lead time, scarcity of Human Resource in logistics, etc. They enlightened the audience on career options available in shipping and logistics sector, especially for management students.

The participants were also made aware of how the shipping and logistics industry is facing global and domestic challenges due to economic slowdown and lack of implementation of various policy prescriptions by the Government.



FEI fuels the "Invictus"

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The Baja SAE Seires is an event for the undergraduate engineering students organized globally by the Society of Automotive Engineers (SAE), USA.

The event originated in the name of Mini - BAJA in the year 1976 at University of Carolina. Since then, the event has spanned across six countries - USA, Mexico, South Africa, Korea, Brazil and India.

The BAJA SAE tasks the students to design, fabricate and validate a single seated four - Wheeled off road vehicle to take part in series of events spread over a course of 3 days that test the vehicle for the sound engineering practices that gone into it, the agility, speed, acceleration, maneuverability and finally its

ability to endure the back breaking durability test.

K.J. Educational Institutes, Pune is an institution which aims to provide quality education at an affordable cost primarily to students from rural areas and make them contribute to national development. Mr. Kalyan Jadhav the president of the Institute wants his students to excel in all fields.

The K J BAJA SAE INDIA 2014 Team was lead by Team Captain Mr. Sumeet Pawar and guided by their Head of Department Dr. Ajit M. Kate. Team members who built the vehicle included Shravan Shingavi, Palash Mahind, Jeevan Kadam, Swapnil Borade, Onkar Deglurkar and Faculty Advisors Prof. Lalit Pawar and Prof. Abhijeet Kabule.

The vehicle built by the Team INVICTUS was test driven for the first time by racing driver Advait Deodhar who was also supported by Team FEI in his first year of racing and wants to be the faster Indian on the F1 Tracks.

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Ulrich Ulrichs promoted to CEO and Global Head of Rickmers-Linie



Ulrich Ulrichs



RICKMERS-LINIE

HAMBURG: Ulrich Ulrichs, Chief Operating Officer of Rickmers-Linie has been promoted to Chief Executive Officer of the heavy lift and project cargo liner service specialist, with effect from 1 May 2014.

In this context Rüdiger Gerhardt has – after many successful years in this position – passed on the role of Global Head of Rickmers-Linie to Mr. Ulrichs. In his new position Mr. Ulrichs will continue to work closely with Rüdiger Gerhardt, who at the same time was appointed Chief Administrative Officer of the company.



Rüdiger Gerhardt

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APM Terminals Mumbai is supporting growth

APM TERMINALS Lifting Global Trade. MUMBAI: Already the world's most efficient port, APM Terminals Mumbai, also known as Gateway Terminals India, is, keen to improve further. The use of infra-red technology was one of several features from the terminal recently added to APM Terminals' catalogue of global best practices.

It's another busy morning at Gateway Terminals India. The cranes' trolleys are running between two recently berthed vessels and the wharf, loading and unloading containers.

Cont'd. Pg. 13

Sanjam Gupta of Sitara Shipping honoured by IWLF

MUMBAI: At an event hosted by IWLF Int'l Women's Leadership forum, Sanjam Sahi Gupta, Director, Sitara Shipping Ltd received an award for "Leading Woman from the Shipping Industry".

Leading women entrepreneurs & professionals were recognized for their outstanding contribution to promoting women leadership across the globe.

IWLF in association with Ernst & Young & Grant Thornton organized the Women Leadership & Innovation Awards 2014.



Sanjam Sahi Gupta receiving the award from Shantha Martin

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LCL & FCL's to
Europe

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WISTA India celebrated its first Anniversary

WISTA 
 MUMBAI : The 13th of December 2013, made its mark in history, with the Indian Chapter of the Women's International Shipping and Trading Association (WISTA) holding the country's first Women's Sea Congress.

The event saw the participation of over 130 members of the shipping and trading fraternity, including esteemed invitees from the country and abroad. The ambience at the CCI Club at Churchgate, Mumbai, was kept relaxed, and the key topics that were discussed by prominent speakers, were well appreciated by all.

The event commenced with the traditional lighting of the lamp ceremony by the special dignitaries for the evening Ms Karin Orsel, President, WISTA International, Ms Sanjam Sahi Gupta, President, WISTA India. They were joined by Dr Sujata Naik, Chairperson Tolani Shipping and Ms Jasmine Fichte, President, WISTA UAE.

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Ms Sanjam Sahi Gupta, President, WISTA India lightening the lamp, also seen (L to R) : Ms Karin Orsel, President, WISTA International, Ms Jasmine Fichte, President, WISTA UAE and Dr Sujata Naik, Chairperson of Tolani Shipping

SPNM's to hold its 3rd Workshop on Dec 21 in Mumbai

MUMBAI : The Shipping Professional Network in Mumbai (SPNM) has scheduled a full day WORKSHOP on the topic of "Classification Society & Its Scope in Commercial Shipping" on Saturday 21st DECEMBER 2013 from 1000 - 1600 hrs at MACCIA - B.D.S. Hall, FORT, Mumbai.

This is in continuation of the SPNM objective of Networking, EARNING & Socializing.

- Refer Pg 17

Rajan surprises yet again: leaves key rates unchanged

Mumbai: Despite a major surge in both retail and wholesale inflation in recent weeks, The Reserve Bank of India (RBI) has kept key policy rate and cash reserve ratio unchanged in the December 2013 Mid-Quarter Monetary Policy Review.

- Refer Pg 15

 **BCHAA Note to Members** **APPOINTMENTS**
 - Refer Pg 16 - Refer Pg 4

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Education Manager and Mr Jeremy Owen, ICS UK, Maniam & Mr Manas Vaid, Chairman, SPNM at the function.

Preserving Professionalism in the Shipping Industry'. The Institute of Chartered Shipbrokers plays essential role for shipping professionals in the industry. There is tremendous opportunities for Shipping in India, transport sector too play key for the growth of Indian economy".

Today, people become more aware of changing trends, this is important for our industry.

The members of ICS are part of an internationally recognised network of shipping professionals who not only uphold high professional ethical standards of trust, but who also have in-depth knowledge, competence and understanding of the broad spectrum of the shipping business, he added.



Mr Jeremy Owen

He said, the ICS students are highly recognized by the industry this year, which is itself a great achievement for us.

Dr Brijendra K Saxena also emphasized the needs of professionalism in the shipping industry and explained the merits and qualities to become a good professional.

To mark SPNM's 2nd Anniversary, the new logo of SPNM was launched. To strengthen the relationship of ICS and SPNM, David Barrett launched the logo for SPNM along with Manas Vaid and Capt. Swaminathan Rajagopalan.

The WISTA Committee Members Ms Sanjam Sahi Gupta, Sumeet Sahi and Ms Miriam Mathews presented a memento to Mr Manas Vaid and Capt. Swaminathan Rajagopalan for their achievements and success of SPNM.

The Candidates of ICS Mumbai who have scored distinction in the ICS Exams were felicitated: Mr S. Gaggar, Mr Suhas P. Ilkar, Mr A Sakam, Capt Sukrut Joshi and Mr Sadegh Jalali.

At the evening function, Mr Shashi Tanna, Former President of AMTOI and an industry stalwart was felicitated on his birthday by Mukesh Oza Group President Samsara. A memento was presented to Mr Shashi Tanna and his wife for his contribution and dedication to the industry.

The Event partners Adani, Samsara Group, Navnit Gandhi Son, Dolly Freight Consultant, Allcargo Logistics, Global Logistics and Master Group were also felicitated with memento for their support.

Mr. Dolly of Dolly Freight Consultant and daughter of Navnit Gandhi addressing the function said "SPNM and ICS Mumbai provides a good platform for the young professionals".

The Prominent Guests at the function were Mr Rajeev Gupta, Chairman, MbPT, Mr S Hajara, Mr U C Grover, Chairman, NMIS, Mr M Saggi, Director, NMIS, Mr Rajeeva Sinha from Adani, Mukesh Bhatia, President, AMTOI, Mr K P Unnikrishnan, President, Samsara, Mr Mukesh Oza, President & CEO, Samsara Group, Shashi Tanna, former President, AMTOI and other prominent personalities from the trade.



Bahri Abha on its maiden call at Mundra Port



MUNDRA : After the great success at Mumbai, M.V. Bahri Abha called Adani Dry Port terminal on March 1, 2013.

Senior officials from Adani were Capt. Unmesh Abhyankar - COO, Mr. Sushil Singh - head of Dry cargo, Mr. Mitul Parekh-Manager, Commercial, Mr. Vivek Singh, Capt. Iqbal Virdee from the Marine Department, Mr. Rakshit Shah - head of Corporate Affairs & Mr. Paulson from the container division along with others joined the occasion.

From Bahri Capt. Luay Kamil Saadeh, ISC, Owner's Representative and Mr. Rajesh Hegde along with Mr. Mehdi Jalali, Director and Mr. Sandeep Rohatgi, Regional Manager, Gujarat, from Orient Ship Agency, the Agents for Bahri along with the master of M.V Bahri Abha received the guests at the ramp of the vessel & welcomed the guests on board.

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Capt. Gammon presenting memento to Capt. Abhyankar

Sitara Shipping wins Award



MUMBAI : Sitara Shipping Ltd. was awarded Winner of SP Jain Institute of Management and Research - 2012 Outstanding Family Managed Business that has a successful role of Women in their business. Another feather in the cap of WISTA President Ms. Sanjam Sahi Gupta and WISTA Executive Committee Member Ms. Sumeet Sahi.

Both Sumeet and Sanjam spoke about how they attribute their success to their father Capt Sahi from whom they draw their inspiration - who has taught them to excel in work with determination, hard work and will power. They have seen how their father had founded the company with sweat, blood and toil and they have a vision to take the company from strength to strength.

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Ms. Sanjam Sahi Gupta getting the award

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WISTA Asia forum/conference at Hongkong gained momentum



LtOR: Barbara Pao, Member WISTA HK, Eva, Vice President WISTA CHINA, Joyce Tan, President WISTA Singapore, Irene Lim, WISTA International Executive Committee, Ms Sumeet Sahi, Joint Secretary WISTA India, Director, Astral Freight Forwarders, Ms Sanjam Sahi Gupta, President WISTA India, Director, Sitara Shipping Ltd., Imelda Barcelona, President WISTA PHILIPPINES, WISTA India member Ms Alam, Director, Geotrans Institute of Logistics and Mary Thomson, Vice President WISTA HK

Hongkong : Women's International Shipping & Trading Association (WISTA) organized its networking meet at Hongkong on Jan 12, 2013.

The agenda of the meeting was co-operation and networking within Asia-Pacific NWAs WISTA Asia forum/conference. The first meeting at Hongkong observed huge response and it was a happy networking get-together.

WISTA India attended it's First Int'l event WISTA Indian Team was headed by Ms Sanjam Sahi Gupta-President, WISTA India-Director, Sitara Shipping Ltd and accompanied by Ms Sumeet Sahi - Joint Secretary, WISTA India-Director, Astral Freight Forwarders(P) Ltd and WISTA India member Ms Alam, Director, Geotrans Institute of Logistics. Cont'd. Back Pg

Bahri sells General cargo vessel in accordance with fleet replacement programme

البحري Bahri BAHRI : The National Shipping Company of Saudi Arabia (Bahri) announces that in connection with the replacement program approved by its board of directors for the general cargo fleet, the Company has sold on 16th of January, 2013 it's general cargo vessel (Saudi Abha) for scrapping after completing her useful life. This sale is expected to generate net profit about SAR(21) million after deducting its book value and all expenses associated with the sale.

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CONCOR Rail Freight Rates for ISO Empty and Loaded Container movement w.e.f. 01.02.2013

- Refer Pg 16 & 17

Port Sector maintains its position as the Growth Engine of Gujarat during the Vibrant Gujarat Summit 2013



Vibrant GUJARAT 2013
The State Business Hub • 9th Edition

AHMEDABAD : Under the visionary leadership of Hon'ble Chief Minister Shri Narendrabhai Modi, the vibrant ports of Gujarat have achieved the new heights by handling 259 million tonnes of cargo in FY 2011-12. Gujarat ports are numero uno in the country by handling about 70% cargo of the non-major ports and about 28% cargo share of the total maritime trade of the nation. The total port capacity of Gujarat grew by 39 MMTPA to reach 323 MMTPA in 2011-12. As projected in Maritime Agenda 2020, capacity of Gujarat ports is targeted to be increased to 864 million tonnes by FY 2019-20. Refer Pg. 6

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APM Terminals Pipavav starts Wheat Cargo Shipment for Govt. of India


APM TERMINALS

Pipavav : The first consignment of wheat for the year 2012 on behalf of the Government of India (GOI) was exported from Port of Pipavav on September 20, 2012.

The vessel MV Spar Canis sailed from the port with a total of 36,750.082 MT on board. The cargo is being exported by the GOI to Pt. Indofood Sukses in Jakarta, Indonesia.

Starting September, 2012, Port Pipavav has undertaken the handling of a new Bulk Cargo commodity - Wheat.

The Port has tied up with the Food Corporation of India (FCI) to handle part of its wheat exports. The cargo was stored at Central Warehousing Corporation warehouses.

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"WISTA - Women's International Shipping and Trading Association" to be launched in India

Mumbai : Women's International Shipping and Trading Association (WISTA), to be launched in India.

Thanks to Ms. Sanjam Sahi Gupta Director of Sitara Shipping who has taken the lead to establish the Indian Chapter of WISTA

Sanjam Sahi Gupta

The membership is officially open now and a formal launch is planned in mid-October. We invite all Women Members at management level. Members could include representatives from Ship Owners, Charterers, Brokers, Agents, Insurers, Marine Personnel, Lawyers, Banking & Finance, Risk Management, Consultants, Shipyards, Industry Organizations and Suppliers.

For further membership details pls contact 9920755616 or email at wistaindia@vsnl.net WISTA next meeting is being conducted on September 28th, 2012 (Friday).

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Rs 5,000 crore to the shipping sector for issuing tax-free infrastructure bonds. Of this, only Rs 3,500 will be required, he said.

port-based industrial development, he said.

EPL has decided to issue a fresh tender for the container terminal

The earlier bid for the container terminal project was scrapped after the short-listed company failed to secure funding.



WISTA India made its first appearance at CII Womens conference

MUMBAI : Top corporate lawyer, CEOs, HR Heads of leading companies in India, Women Pilots, Scientists, Entrepreneurs from Pakistan and Singapore, all of them felt that women make for great career person. That there is a dual life for working women (home and work) is a reality and corporates just have to accept and



create for women a hand holding economic system environment in those crucial stages. They were speaking at CII Women's Conference 2012 held here today with the theme "The Creator of Life, Empowered to Create Stronger Economy".



Gender matters only it brings EQ (Emotional Quotient) to the table, said Ms Zia Mody, Managing Partner, AZB & Partners. But gender does not matter when it comes to recognizing capabilities, said Ms Pallavi Jha, Chairperson & MD, Dale Carnegie Training India, Walchand PeopleFirst Ltd. Companies must consciously bring in gender diversity to get in more women in

work force, said Mr. Balanaga Nagrajan, Vice President, Human Resources, Cummins India Ltd. Be it manufacturing not traditionally a bastion or services gender balance is a must, said, Ms. Roma Balwani, Senior Vice President Group Communications, Mahindra & Mahindra Ltd,

Corporates like Mahindra & Mahindra, Cummins, and Crompton Greaves have all got gender diversity a conscious policy. In fact, Cummins increased its workforce from 40 to 1,000 in its Phaltan plant in rural Maharashtra. It took a lot of conviction of the top management and convincing the parents that shop floor manufacturing was not only an 'oaky' profession but a very good career for their girls, said Mr. Balanaga Nagrajan, Vice President, Human Resources, Cummins India Ltd.

Ms. Roma Balwani, Senior Vice President Group Communications, Mahindra & Mahindra Ltd, talked about a good percentage of women in the top leadership position in Mahindra & Mahindra. Talking about empathy, Mr. Bhaskar Bhattacharya, Vice President HR ABG Group said, "To be a good HR manager, you have to be like a mother.

Bringing in an international perspective, Ms Anne Lee, Investments Director, Bowen Enterprises (Pte) Ltd, Singapore and Ms. Noor Aftab, Head of Business Development, EXPRETA and Director- Finance at Shahina Aftab Foundation, Pakistan shared their views and challenges.



Sumeet Sahi addressing the conference



Essar Ports commissions 16 MMTPA Terminal at Paradip Port

Mumbai : Essar Ports Limited, one of the largest private sector port companies in India and part of the US\$ 27 billion Essar Group, has announced the

the stockyard by a 9km long conveyor system having a capacity of 5,000 tons per hour. The stock yard has been equipped with 2 Reclaimers with a capacity of 2500

with a provision to extend the license period by further five years. The terminal will handle iron ore pellets for its anchor customer Essar Steel which has commissioned a pellet plant of 6

Guest Speaker of the evening was Ms. Jyoti Kumari, 2nd Engineer. Industry stalwarts who graced the occasion were Capt Sahi-MD Sitara who was also the First Sponsor of WISTA registration. Also the event was senior industry honchos like Mr. Vikram Gupta, CFO Essar Shipping, Krishnan MD Essar Shipping Ltd, Capt. Anoop Sharma CEO Essar, Mr Omar Sait-MD-India Shipping Ltd, Mr Keyur Gandhi-Director Sport Ltd, Mr Das-Director SCI, Mr Thapar-Director Bulk Carrier and Fernandes, who heads the shipping and aviation committee of the Indian Chamber, Mr. Vivek Kele, Director, Team Global, Mr. R J Gandhi, Pinto, Former Secretary, Ministry of Shipping, Government of India, and many other prominent dignitaries were present to grace the occasion. The evening started with the lighting ceremony by the Hon'ble Chief Guest MD, SCI and Ms. Sanjam Sahi Gupta, President, WISTA India. Some address, Ms. Anjali Kumar, Member, Executive Committee, WISTA, a proud moment for us to launch WISTA in Mumbai. WISTA is growing counts over 1500 individual members in 34 National WISTA (WAs).

The President of WISTA, she said Ms. Gupta is a second generation entrepreneur and thus has had a lifelong interest in the business. She actively entered Business in 2001 and is now heading the NVOCC division of the interest in WISTA spans nearly a decade, leading to the information of year.

the guests, Ms Sanjam Sahi Gupta, President, WISTA India said, it has been the driving force instrumental in the formation of WISTA India. "We have had to face different challenges balancing work and responsibilities at times and providing a support system is an essential part of reaching the goal. We want to position WISTA India at the forefront of the global shipping industry leadership and educational opportunities to our members. There is lot more open to ideas."

WISTA India is to provide a platform and a voice for women and to ensure they are represented in industry forums," stated Ms. Gupta. "We want to mentor talented women by giving them with guidance and training programmes to enable them to succeed."

International organisation for women in management positions involved in shipping business and related trades worldwide. It is a major player in the industry and in supporting women in management positions. Education and mentoring in focus, it can enhance members' competence for success.

She added, "The making of WISTA got an opportunity to interact with all members from Shipping and Maritime Fraternity". Everybody's best wishes help us to move a long way and with continuous efforts and team work we will reach greater heights in coming years.

CEO, INSA said "It is a mixed feeling for me to be here at the launch of WISTA. I am delighted by the energy and enthusiasm demonstrated by all in developing WISTA India". Indeed it is good to see all the leading members of the industry. We feel very proud to see all the women taking the lead in the industry.

an National Shipowners Association (INSA) and so I would also like to support shipping industry needs to grow in all context. He also spoke on 'Current scenario and its future demand'. He emphasized that in future INSA like to offer facilities to WISTA which will help them to meet the future demands. WISTA for giving him the opportunity to grace the occasion. This is a great women empowerment in India, he added.

the minority in our industry" said Mrs. Nafeesa Moloobhoy, Managing Director of Noy & Sons, who has also been the Guest of Honour of the evening. In the environment there is the natural tendency for women to feel undermined even though they may be better placed, better qualified and more capable, they are unable to exercise their full potential and leverage their skills to the maximum. It is very important to boost and encourage the women in the industry. WISTA will make happen all impossible things for the women in the Fraternity.

through PPP highlighted 5 powerful women in the marine industry for their work and dedication. Sumati Morarjee, mother of Indian shipping, was the first woman to head an organisation of ship owners INSA, followed by Laxmi Venkatachalam and Ms. Rani Jadhav, Chairperson, MBPT. Somebody from WISTA family to rule the marine industry. Expressing confidence, Following in the footsteps of Russians, Polish and American women are increasingly taking up sailing jobs, once thought to be a male domain. The first batch of female seafarers on its ships. Encouragingly, "It is a strong message to all the men that "Women have arrived in the industry and we are here to stay".

2nd Engineer, The Great Eastern Shipping Company Ltd. said, For women and marine world is adventurous. Motivation and team efforts make us achieve the success steps in short period of time. I hope one day my daughter will really makes me a proud woman and I hope one day my daughter will be that "I am proud of my mom who strives hard for the better growth of the industry". Further she added, "WISTA women it is right time for all of us to rule the industry."

Chairman and Managing Director of SCI in his welcome address said, "It is a great pleasure and pride for me to launch WISTA India. It is really good to see the part of WISTA India. WISTA India will offer plenty of opportunities for women in the industry. WISTA sharing a platform for Women in the Shipping Industry."

Mr. S. Hajara, any country to prosper the growth of the economy has to support the shipping industry.



(From L to R) :Ms Shantha Martin, Ms Sumeet Sahi, Ms Anjali Kumar and Ms Rukhsana Vohra, Director.



Ms Sumeet Sahi, Director Sitara Shipping Ltd. Astral Freight Forwarders presenting a memento to Mr. S Hajara, CMD SCI.



Mr. S Hajara, CMD, SCI honoured Capt Sahi-MD Sitara Shipping Ltd who was also the First Sponsor of WISTA registration.



Mr. Vikram Gupta, CFO Essar Shipping Ltd (centre) seen with other prominent dignitaries.

Women are doing better in every kind of job. As the Chairman of SCI, I feel very proud that SCI has been playing very important role in supporting and encouraging women. Making a strong pitch for the level playing field for shipping industry, Mr S Hajara, said authorities should look at shipping, which is most competitive industry, from business point of view. Cargo will come to Indian shipping only if it is competitive, he said, adding, Shipping industry needs support from authorities. Shipping in India is the most important security factor for India. Now there is tremendous potential and scope for Indian trade and shipping to grow. Further, he thanked WISTA India for providing wonderful platform for the members.

Ms. Rukhsana Vohra, Director Sai Maritime & Management (P) Ltd. delivered a vote of thanks. On behalf of WISTA, she thanked the Chief Guest and Guest of Honour for their enormous contribution and support provided to the entire Shipping Industry. WISTA aims to bring together experts and executives for knowledge sharing, discussion and networking. This is a chance for members to meet some of the women in shipping who are shaping the future of their own careers, companies and the industry.