

**EAST COAST MARITIME BUSINESS
SUMMIT**

“CORRIDORS OF GROWTH”

Multi-modal Logistics

23 Jan , 2015

Multimodal Logistics – Success Stories



This is how we feel in front of Country's state of Infrastructure



METALS & MINERALS



Pig Iron



Sponge Iron



In bags



Raipur Plant

Phillaur Plant



Scope of Work

- Movement from Raipur to Phillaur, Punjab
- Commodity: Pig iron and sponge iron.
- Material in Loose and bag.
- 90 TEU Container Used.
- 1890 MT
- Multimodal Movement (Rail-Road)
- Using own & vendor vehicle.
- Hub and spoke model

From	To	Distance
Raipur	Phillaur	1542 Km
Raipur	Raigarh	258 Km
Phillaur	Chandigarh	122 Km
Phillaur	Ludhiana	49 Km

Company Profile

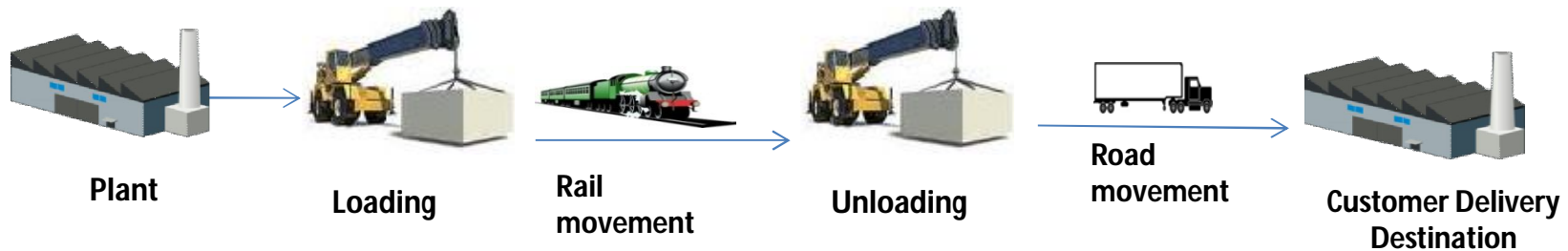
The company is one of India's leading metal and mineral company around the Raipur and Raigarh area. It has facilities in Raipur and in and around area.

AUTOMOBILES – 2W,3W,4W



TILES- ROAD vs. RAIL

Parameters	Road Solution & its Challenges	TCI Concor Solutions
Evacuation	Poor trailer Availability, Max capacity per trailer only upto 2800/MT	Full Train Capacity 2520MT, Ample availability of containers
Costs	Market prone to daily rate fluctuation, Road Rates upto 3500/MT	Fixed Rates largely ranging upto 2800/MT. About 25% cheaper than road.
Operational Excellence	Prone to Multiple Handling, Dealing with multiple lorry owners	Integrated Service provider, Safe & sound movement through containers, not prone to multiple handling. Multi-modal movement handled by single service provider
Damage to Cargo	History of pilferages & damage due to poor road conditions, road accidents, whole cargo getting wasted	No such threat as containerization ensures safety, mechanical handling & technical securing of containers is damage proof
Transit time	6-7 days	5 days Train transit
Tracking & MIS reports	No Tracking of trailer enroute , Only means being cell phone	Round the clock monitoring system & periodical MIS reports to customers ensures regular update on cargo movement & peace of mind.



Multimodal Movement of Tiles

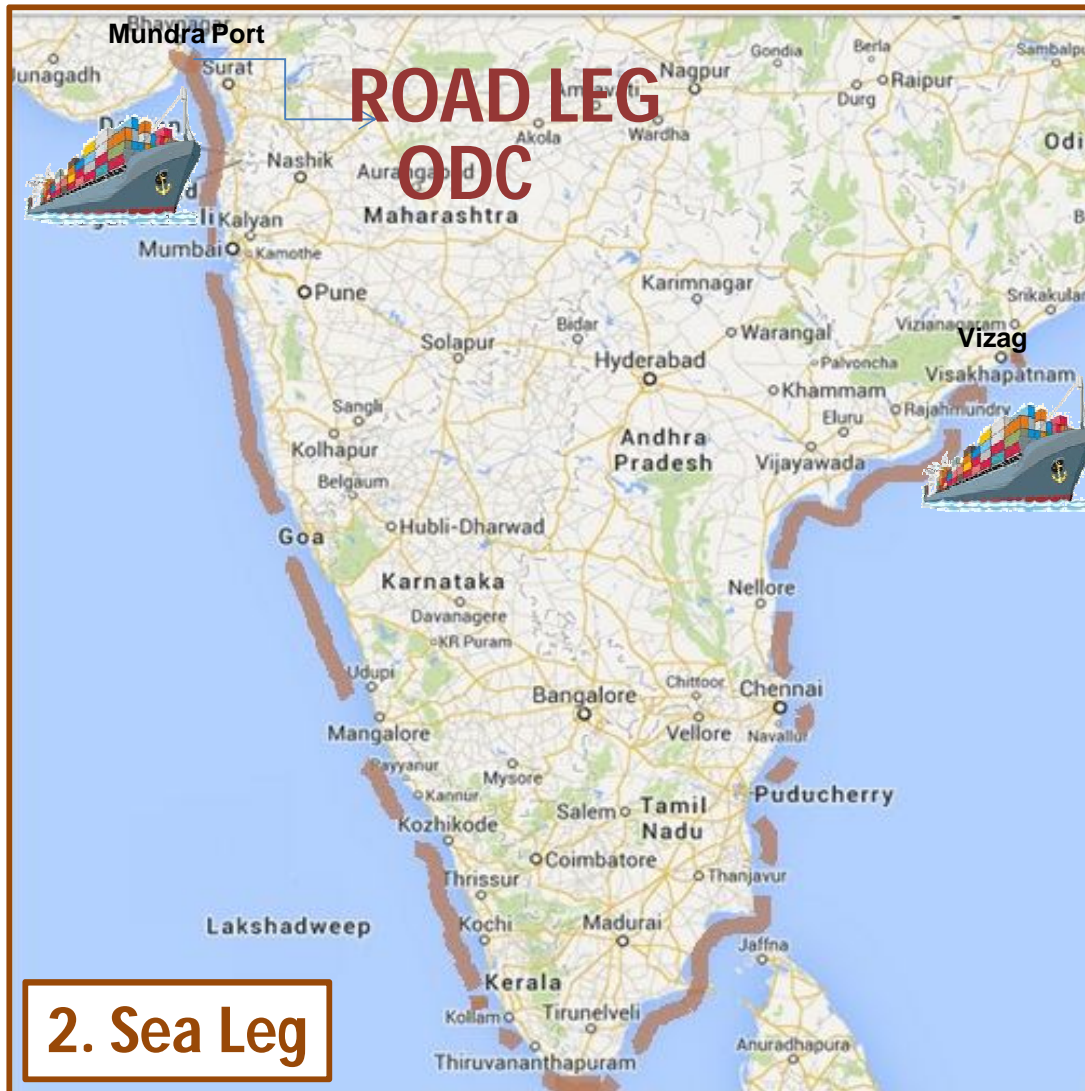
Action Points

1. Industry Adoption
2. Port cities-Bulk, ODC, Containers, Liquid Bulk, Silos, Bagging, **Factories at port**etc.
3. Privatisation ? – CTO players
4. Seminar – No Users?

We can do it !!!!!



MULTIMODAL (Road-Sea) ODC CARGO



Activities Include:

1. Custom Clearance at Mundra Port
2. Arrange suitable vessel to load shipments at Mundra Port
3. Suitable vessel to load shipments at Mundra Port
4. Vessel certificate, insurance and other documentation performed
5. After loading direct voyage performed
6. Custom clearance at Vizag
7. Discharge at Vizag between dusk to dawn

 **Route**