

fourth quarter and we are hopeful of a resurgence in steel-related manufacturing in the New Year.

#### Achievements

The industry-wide recognition and exposure that we have received due to our AEO Certification; AEO or an 'Authorised Economic Operator' is an international standard of security that was presented to us by Indian Customs in October, 2014 was an achievement. During 2015, we have used the various benefits that have come with this certification which has resulted in improved services to the end users. We are also very happy that the Durgapur Commissionerate has been formed this year and ICD Durgapur is now under their purview. The Durgapur Commissionerate has shown a lot of interest in boosting the export-import trade in the region and we appreciate their sincere efforts in this regard.

#### Problems faced

The lack of opportunities given to private ICDs and CFSS in terms of rail movement is one of the problems we faced. We are hopeful that this scenario changes soon as it will help improve overall productivity of the region. Another point that I would like to make is that we already have major shipping lines such as Maersk, MSC, OOCL, Safmarine who have their B/L point up to ICD Durgapur. The lines as well as the exporters and importers have benefited from this move and we expect more shipping lines to follow the suit and open up B/L Points at our ICD.

#### Outlook for the industry in 2016

I strongly feel that there are ample opportunities in 2016 for the development of

logistic services in Eastern India. The state government and the Ministry of Shipping have been working closely to improve policies and procedures. We are hopeful that they continue this approach and create a work environment where service providers are encouraged to open up more warehouses, ICDs and CFSS. This will further ease congestion at Kolkata Port and assist in keeping up with the growing EXIM movement of the region. The trade must also accept and encourage the adoption of such national policies as this will result in an increased efficiency of the Kolkata Port.

The steel industry needs to be looked at with special attention as it is a major source of employment and revenue. I expect the Ministry of Commerce and Industry to come up with strong policies in order to promote our steel-related industries.

#### Developments on the regulatory front

I am highly appreciative of the initiatives taken by the Centre to create a Digital India and to improve our infrastructure. Keeping this in mind, I feel that policies in respect of container movement also need to be looked at as they are not in congruence with the current Indian scenario. The Motor Vehicle Act needs to be reviewed. We have seen technological advancements in manufacturing of trucks but a change in axle weight has not yet been considered. The horses and trailers are registered together currently but a separate registration of the two would optimise transaction costs. A review in such core matters will add value to all the stakeholders of the logistics trade.



## PRAMOD KUMAR SRIVASTAVA

Director & CEO  
Allied ICD

#### Business performance in the past year

The industry scenario has not been very positive in 2015. Despite a good first quarter, our business was down by around 20 per cent during the second and third quarters. The West Bengal industrial belt is mainly composed of steel and steel related industries. Unfortunately, steel manufacturing has been low for the last couple of years due to a fall in the demand for steel-related products in the international market. However, we have observed that the market has become more stable during the

