



Guiding Spirit to Shipping Industry

# Sagar Sandesh

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KANOO SHIPPING

## Talk with Nikolai Norman, CCO and Capt. Amresh Jha, VP of Kanoo Shipping - PART - II

Continued from Last Publication on 25th May



Mr. Nikolai Norman, CCO



Capt. Amresh Jha, VP

**S**agar Sandesh (SS)- With operations in more than 20 countries, how does Kanoo manage to keep abreast of various legal requirements, which could be very diverse in the same region?

**NN-** Kanoo Shipping is a Regional Agent. We are fairly pleased and comfortable being a regional agent. We have a long history in the Middle East. We are

newcomers in South Africa and India which makes us a typical Middle Eastern, East Africa, and India Sub. Cont. regional agency house. We know our product. we are comfortable with the various trades, and the various customer categories we serve, we are comfortable since we know the flow of trade in and out of the Middle East, South Africa, and India. We are comfortable with synergies between these countries. Our strategy is to strengthen our regional presence within the geographical area we claim to understand, we have the knowledge and expertise to add further value to our customers over and above the competition. As soon as we go out of our geographical comfort zone, it will be a different ball game that will take away our attention, our resources, and our focus, so moving forward we may be judged not to be aggressive enough but I would say South Africa offer many more opportunities, India is a huge country, many ports, a tremendous amount of commodities and cargo flowing in and out every day. India is a country we need to focus on in view of further geographical expansion in due time. There are one or two countries we do not have our own offices in today that could be of interest possibly sometime in 2023. **The focus will obviously be to grow India further and at the same time retain existing**

**businesses in the Middle East consisting of different service offers.** Sitting outside looking in, having been in and out of India for 18 years, talking high level, I have noticed improvements, in form of

how easy it was to open an office in India and obtain different trade licenses. This means India is trying with great success to make itself

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# Talk with Nikolai Norman, CCO and Capt. Amresh Jha, (PART - II).....FROM PAGE : 1

attractive to foreign investors and businesses like our own.

**To-Vice president Capt. Amresh Jha;**

**SS- What are the current issues and challenges in Indian government policies?**

**AJ-** I agree with Nikolai. When we started to discuss opening an office in India, the perception was India would not be an easy country administratively for opening an office in India. I took a challenge and try to convince Nikolai who trusted me and he got approval from family and group and we proved what we started was right. India is a complex country and every country has challenges so does India have. But having said that things have become much easier than they were. As rightly mentioned

by Nikolai during the interview, India is the first country that opened the door for their seafarers in supporting crew change and later on for other foreign seafarers. India was also the first country that opened the door for vaccination of seafarers Indian and foreign. **Again it is a proud moment for Kanoo Shipping to be the forefront runner in crew change and vaccinating the seafarers both Indian and foreign nationals.** Yes the challenges were continued in covid but the SOPs which were made to overcome the challenges highlighted as and when seen, were supported by various authorities, and ministries and these continued to assist us in carrying out crew changes and other related activities. There is always room for improvement, we can do

much better than what we are doing today. There are a few ports in India that still insists on RTPCR but few ports are not insisting. If we have one harmonized policy it would facilitate operation much smoother. Another area seen is when the foreign seafarer is coming to India with a transit visa issued for a short duration stay (72 hrs from the time of arrival) to join at the designated port and due to a last-minute change of port, the immigration does not accept seafarers to join as a port of call has been changed or even time frame of transit visa gets expired due to berthing delay, authorities deny seafarers to join the ship. we require flexibility to facilitate the crew change.

**SS- What differences do you observe in the way business is done in this industry today as**

**compared to two decades ago?**

**NN-**Our industry is complex and big and in the ship agency industry **"TIME" is essential to everyone.** To our customers in form of vessel and cargo operation as well as timely crew movements. The old phrase "Time is Money" does apply in our industry. Time management has also become a lot more important in the way we handle and interacted with our customers. People in general, in our industry, have less time on their hands than they had before, is this because we have less resources? Is it because technology has not increased our efficiency as much as we anticipate, ports have become more complex in view of documentation requirements and security?. No doubt things have changed, but not always

for the better with agency fees and associated costs constantly under pressure. Larger often global agency houses demonstrate poor pricing policies acting as procurement officers pressing agency remuneration to unsustainable levels. I am surprised to notice how flawed certain strategies rolled out by larger agency houses have backfired. Today local and regional agency houses gain market share in their own domestic markets through knowledge and value. It is taking place in India, South Africa, and the Middle East. While the larger global agency houses have less and less impact except in certain husbandry ports trying to achieve economy of scale. Is it working clearly no

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since knowledge and value have been sacrificed by continuously cutting costs that many customers have noticed are not always that beneficial to their operation? We are very pleased to experience that certain customers with global agreements have returned due to our local knowledge and ability to make a difference. Having that said, we have learned to say no to a business that requires a high level of resources and does not pay. No doubt that our industry will face many challenges to survive in view of the port and terminal automation. Our industry has already woken up to the importance of the environment and the importance to work towards a reduction of emissions. Being a hot topic today we are trying to play our role in this complex environment daily. It is quite interesting to see the amount of research and opinion to justify different fuel energy sources to operate the commercial global fleet in the years

to come. We are talking about many different fuel energy sources with some having a future and others not. Must admit this is an interesting dialogue taking place amongst ship owners and managers and is likely to change the dynamic of our industry. For us in a capacity as a ship agent, I see that we are often further down the value chain and we need to respond and consider that our customers may have certain different requirements in the future.

**SS- Message you wish to convey for the youth joining the shipping service industry.**

**NN-** This is a tough question, a very tough question, there is no doubt that many of the services offered today are being challenged in certain parts of the world. We know that ports around the world have become fully automated, and we know that technology can provide integration between the vessel and port authorities. So many of the services we offer today often with

manual labor can easily be automated, we see that some ports in Europe and Australia have been automated while ports in India, the middle east, and South Africa are likely to follow in the years to come. In the future, it is foolish to not believe that vessel clearances cannot be automated excluding or at least reducing the importance of the ship agent. What will remain in one way or other are the shipowner, ship manager commodity traders and charterers continue to have local partners in key ports around the world. Services will be required but in a different form and shape possibly with less interaction by the middleman. The concept of having someone to rely on locally will remain I believe. **I think it is not only high time but will happen sooner or later that will have to be a consolidation in our industry.** The large ship agency house in the world today has no more than 4% plus market share

globally, so there is an enormous amount of ship agency houses out there and will be challenged in an industry that has still not embraced much consolidation. Container lines have consolidation, we see ship owners consolidating in different pool arrangements- product tanker pool, chemical tanker pool, etc, consolidation is taking place but for the young people out there, I think the shipping agency will be very different. Like many other industries, we are struggling to recruit youngsters with the right mindset and willingness to learn. There are obviously other more interesting industries to many young people today. Moving forward **I think young people who aspire to join and have a career within our industry today have to be prepared for many changes to come. Being able to combine people skills, create value and adapt to the many opportunities new**

**technology can provide us with will have a role to play in any industry. Presume what we all like about our industry that there is not one day that goes by with a surprise hopefully more often positive than negative. I am grateful for the opportunities our industry has given me, relations, and a lot of fun.**

**AJ-** Ship Agency is actually a very interesting industry. Not only can you hear all kinds of anecdotes from all corners of the world from the crew, which makes you broaden your horizon, but also you will face many challenges in your work. **Solving all the difficulties for customers is the value of the agency.** You need to have a real passion for what you are doing, this is essential. Constant learning and enriching our professional skills and quality is fundamental for any career so does apply for a career in Ship Agency. To sum up my message to the younger generation is, **“Work to become, Not to acquire”.**

## MARINE NEWS

NEW DELHI  
Sagar Sandesh News Service

**“D**uring the upcoming visit of Iran President and Iran Minister of Transport to Muscat, Oman is expected to join the trilateral Chabahar Agreement,” a statement by the Iranian Ministry of Transport and Urban Development said.

Iran Minister of Transport and Urban Development, Rostam Ghasemi, is heading to Oman, 24 May, at the head of a delegation in order

to meet and negotiate on transportation relations with his Omani counterparts.

The negotiation agendas include strengthening maritime transport between Bandar Abbas Port in Iran and the Port of Al Suwaiq in Oman and establishing a passenger ship between Chabahar and Muscat.

**Signing a MoU for Oman's joining to the trilateral Chabahar Agreement**

The Ministry's statement further quotes informed sources as reporting the signing a

## Oman expected to join Trilateral Chabahar Agreement : Iran Transport Ministry

MoU for Multimodal sea and road transport and Oman's joining to the trilateral Chabahar Agreement previously inked between Iran, India, and Afghanistan.

Easing traffic of Islamic Republic of Iran Shipping Lines in the Ports of Salalah and Sohar in Oman is among other topics on the agendas of the talks between Iranian and Omani officials.



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