

SEATECHNEWS

*From the desk of the
Director*



We effectively cater to the need of new emergent and fast growing market by providing the spectrum of services as a single window solution provider in India.

Christopher Phillips

No cargo too big or task too difficult / 36 commercial vessel fixed with 3 bulk vessels.

Every contract comes with its share of complexities and challenges. But at Seatech there is nothing too big or difficult to handle. It is our innovative spirit, expertise and deep concern for the customers' cargo with which our team handles each consignment that goes to enhance our clients' confidence and trust in us. In fact, it is our track record and the fact of being well established in the global market that goes a long way in drawing an increasing number of customers to us.

As a ship agent, Seatech strives to achieve the highest operational efficiency, ensuring quick turnaround of vessels and saving costs to our principals as well as our clients. We have been actively offering various services for vessels calling in India and in this regard have been regularly handling ships at all the 13 major ports which includes Mumbai, Kandla, Mundra, Hazira, Goa, New Mangalore, Tuticorin, Chennai, Kakinada, Krishnapatnam, Vizag, Haldia, Kolkata as well as some of the leading non-major ports on the West & East Coast of India. In the past four months, despite the economic downturn, Seatech has had its 'hands full' – handling 36 vessels and setting a new record for the company in handling at least three bulk carriers.

Handling three bulk vessels MV Hope, MV Vision, MV Golam E Mustafa was an exercise in close coordination, foresight, timely action and team work that helped to provide quick and cost effective arrangement of ancillary services. What earned us the reputation of being able to consistently provide unmatched performance was our ability to arrange faster turnaround of vessels while providing a host of support services to ensure the vessel's easy and prompt entry and exit including safe discharge and delivery of cargoes!

Thus at Krishnapatnam, we successfully loaded MV Vision with 7100 mt of Barites destined for Dammam. At Visakhapatnam we arranged the loading of MV Hope with 6500 mt of Manganese ore for Bandar Abbas. MV Golam E Mustafa loaded 12500 mt salt from Kandla to Bangladesh.

We welcome to our fold, with new owners Kansa Maritime LLP and Transbulk Shipping LLC which will help strengthen our port agency and commercial bookings operations. In this regard we are happy to note that 'success begets success' and hence we have been able to achieve another all-time best performance securing 36 commercial bookings including three bulk vessels fixed with new owners introduced that have been handled by us, accounting for a **total volume of 24,044.38 cbm / 95,825.87 mt.** of the cargo booked, consist of heavy lifts Much of the consignment constituted project cargo, in which Seatech is known as a premier solution specialist by all Multi national forwarders and local company who look forward for solutions for there urgent cargoes to be delivered . Cargo booking and shipment of transformers is a standard feature and much of these are destined for the Africa, Middle East and South East Asia. Besides, bulk cargo including steel plates, barites, manganese ore, etc., constitutes a major portion of the consignment handle for exports.

Seatech continues offering services on East / West Africa sector.

Seatech has been offering regular services to its clients for East and west Africa and have successful fixed vessel



MV HLL Kobe which delivered cargoes in Richards Bay, Abidjan & Free town



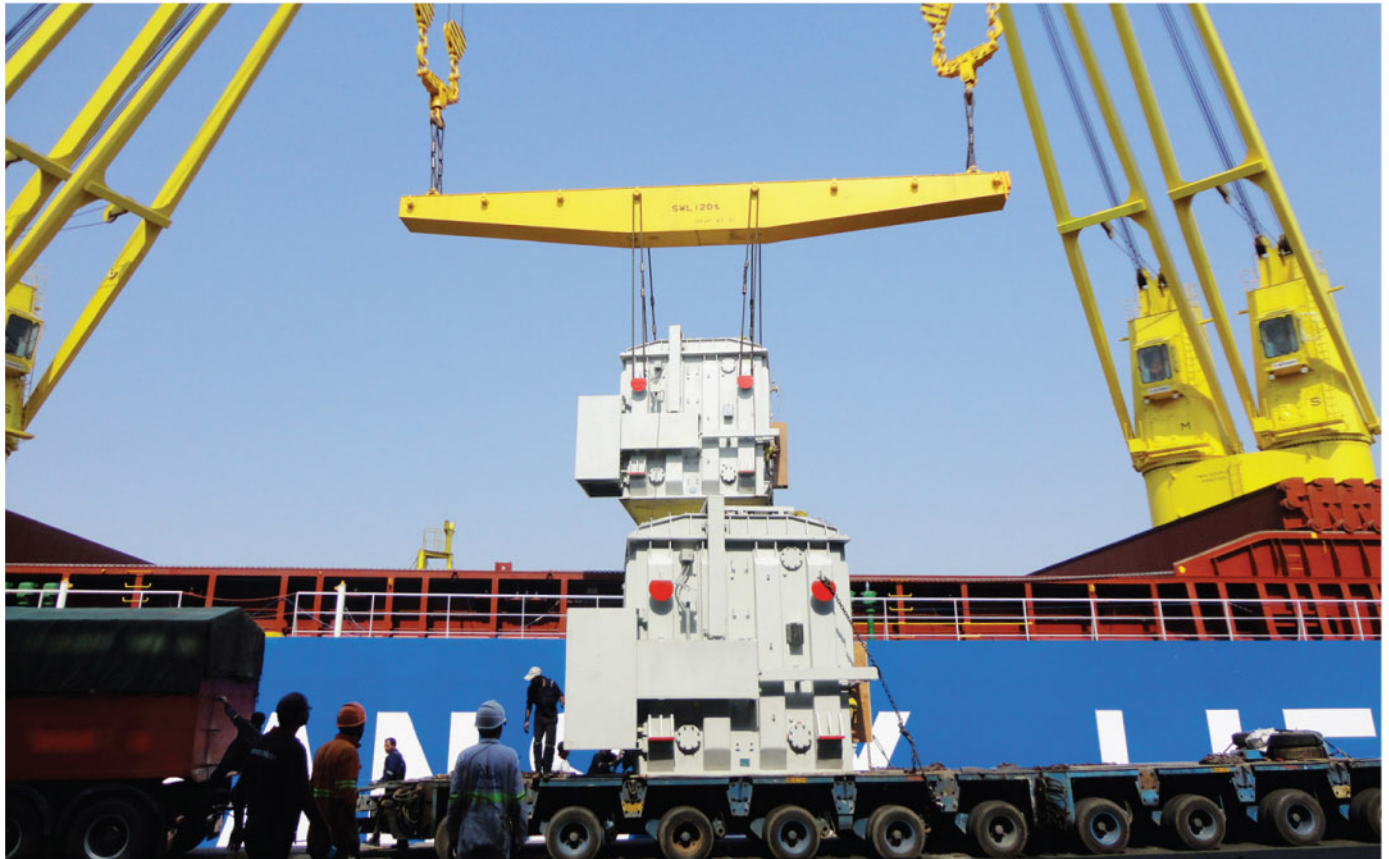
MV Thor Gitta delivered time bound cargoes from Richards Bay to Mumbai within a stipulated time of 18 days, for repair of transformers shipped mid feb to reach Mumbai first week march 7th and same transformers repaired by clients and fixed and delivered to consignee on mv vessel MV Han Ren.



MV Han Ren which delivered cargoes from India into Mombasa & Dar Es Salam & Richards Bay

6 mega transformers delivered to 4 Destinations in Kenya.

Committed to delivering a range of quality assured marine services to clients across the globe, logistic specialists, Seatech Shipping & Projects (I) Pvt. Ltd., executed a major turnkey project involving Inland transportation of seven transformers to four different destinations in Kenya on a turn key basis.



The entire project consisting of transformers and accessories, admeasuring a total volume of 1414.9 CBM having a gross weight of 741.564 MT The loading of the shipment on M.V. Han Ren at Mumbai port took place on 10th April, 2013. It was unloaded at Mombasa and delivered to four different places in record time.

Ensuring timely and safe delivery of cargoes to various destinations of the world has become the hallmark of Seatech, bringing into focus the well-coordinated and expertly laid out plans with constant monitoring throughout the entire passage of cargoes. Two transformers of equal dimension and weight on reaching Mombasa port were moved to Rabai around 12 km away. Each unit weighing 90 Mt and measuring L 1850 mm, W 4125 mm and H 3450 mm were meant for installation at the Rabai sub-station.

However, five of the remaining transformers had to be transported by road over large distances across the Kenyan hinterland. It was a daunting and demanding task in such multi-modal transport operation facing obstacles which are common and require ingenuity and presence of mind to come up with innovative solutions to overcome them. As is well-know, road transport in Kenya and the East African region offers several challenges including poor infrastructure, inefficiency within the trucking industry and lack of access to necessary market information.

Despite this fact Seatech, co-ordinating with their local counterpart handled road haulage of one unit of 91 metric tons (7.8 x 3.3 x 4.0) to Nairobi about 500 km away in record time. Another 1 transformer of 65.5 metric tons (7.05 x 3.3 x 3.6) were shifted to Meru 727 kms from Mombasa. And one each by road to Muhoroni and Eldoret weighing 91 metric tons each (7.8 x 3.3 x 4.0) which are approx 825 kms away from Mombasa port.

Coastal fixtures 33,300 mt Steel Goa / Kandla : We are also on the coast.

Unbelievable but true. A company sometimes diversifies into allied field as a result of having to rise to the occasion for providing their good clients with services considered being over and above what is expected. Seatech's recent entry into coastal shipping is just that! For the first time we have concluded coastal fixtures & arranged for exclusive coastal transport for its client JSW Steel Ltd. who had 33,300 metric tons of HR coils to be shipped from Goa and unloaded at Kandla.

Seatech engaged MV Al Jaber 18 for sea transport of the consignment in two voyages. The first took place on the 22th June this year by loading 17000 mt. The second followed consecutive voyage. In the process Seatech has assisted in providing a economical means of transport which is environment friendly, which would otherwise would be very time consuming and has assisted the end clients JSW Steel Ltd. in moving bigger quantities within short transit time and reduced the over all logistics required. Seatech assisted in all coastal conversation of the vessel at Goa & Mumbai and fixtures concluded were executed by the team Members.



IMO Cargoes Fixed – MV JUIST Mumbai / Djibouti + Port Sudan.

Hazardous cargo handling and transportation is our forte. Our reputation is said to precede us when it comes to dealing with dangerous goods. It is not just a claim. Whose ever cargo we handled has always come back to us. **Last December / JAN 2013 we handled IMO class 1.1 B / 1.1 D cargo of 450 cbm. The consignment was loaded M.V. Juist at Mumbai and shipped on 5th December 2012 for part discharge at Djibouti and partly in Sudan. All necessary permission of IMO from concerned NAVY / D.G Shipping / MMD / Port and Customs were taken from various departments and shipments executed within the time frame given.**



Seatech looks to serving customers better - opening of new office in Kandla.

As we expand our customer base by leaps and bounds we make concerted effort to satisfy our clients' need and bring our operations closer to their door step. It is our endeavour that we continue to provide value added service because it is our motto to see that our clients prosper in order that we prosper. At the same time we are constantly looking to expanding our services and make them more effective and attractive.

We are glad to inform that we have added another jewel to our chain of branch offices in the country. It is the seventh one to be established which we set up in Kandla. The office was inaugurate on the auspicious day of Gudi Padva which fell on 11th April, 2013. The honours of inaugurating the office was made by our Baroda Team headed by Shobhan Majumdar and Alex Augustine. We hope this will go a long way in fuelling the growth of our relationship with our clients, the trade at large and all well wishers.



Bulk operations on demand

Our cost-effective transportation solutions with port- based operational support helped secure three bulk cargo consignments handled by us.

12,500 mt of salt from Akij Shipping Line Ltd was shipped on Ghulam E Mustafa.

7,100 bagged cargo of Barites from Cargo Connect which was loaded on M.V. Vision

6,500 mt Manganese ore from Cargo Connect which was loaded on M.V. Hope.

On the cargo side Jindal Steel & Power Ltd & JSW steel has given us an opportunity for 3 fixtures. The first was 5500 mt steel coils which was loaded at Goa on MV Thorco Attraction for shipment to Bangkok and the second was 4400 cbm project cargo was loaded on MV Borkum at Vizag for Sohar, and 2 coastal voyages 32000 mt steel Goa / Kandla / Goa.

We extend a warm welcome to our new patrons introduced first half 2013.

Our ever increasing list of clients, despite the strong economic headwinds, is a testimony of our reputation and the trust in our service. Recently, we added four new customers to our list and look to a long and lasting relationship. They entrusted us for handling their consignment since they find us to be the best bet in securing reliable, timely and cost effective service.

In this regard we welcome the following valuable customer to our fold:

M/s Direct Logistics

Fixed 837 cbm project cargo which was loaded by us on HLL Kobe at Mumbai for shipment to Freetown.
(Jan 2013) (Inducted - Phillips + Sandeep)

M/s Crystal Shipping

Fixed 13,700 metric tons of HR Coils which we shipped on MV Al Jaber 18 from Hazira for discharge at BIK. (May 2013) (Inducted - Phillips)

M/s AFL Dascher India

Fixed 1800 metric tons of HR Plates fixed by us. The cargo was loaded on MV Emsland at Cochin / Jebel Ali. (Inducted - Phillips + Sandeep)

M/s Boxco Logistics India Pvt. Ltd.

Fixed 336 cbm Mumbai / Mombassa on MV African Eagle for discharge at Mombasa.
(Inducted - Phillips & Shekhar)

M/s ULA India Pvt. Ltd.

Fixed 575 cbm Houston / Mumbai executed on vessel MV Liberty Pride.
(March 2013) (Inducted - Phillips & Sandeep)

M/s Jas Forwarders Pvt. Ltd.

Fixed 3 Blades 1000 cbm Chennai / Germany Brake. MV Colchester Castle
(Feb 2013) (Inducted Chennai Branch - Krishnamoorthy)

M/s Gulf Oil Ltd.

Fixed MV Juist IMO Cargoes fixed Mumbai / Djibouti + Port Sudan
(Jan 2013) (Inducted - Phillips + Amit)

M/s All Cargo Logistics Pvt. Ltd.

Fixed 1645 cbm Shanghai / Chennai, (June 2013) (Introduced by Seatech Delhi - Bijoy)

M/s Akij Shipping Line Ltd.

Fixed MV Golam E Mustafa 12500 mt Salt (Introduced - Capt. Das - Shwetha)

M/s Tristar Logistics Pvt. Ltd.

Fixed MV Vision cargo 7100 mt Barites bagged (Inducted - Capt. Das & Amit)

M/s Forbes Gokak Ltd. (Account ULA India Ltd.)

Fixed MV Hope Crago - Manganese Ore 6500mt (Inducted - Capt. Das & Phillips)

Commercial Cargo Bookings

| VESSEL NAME | POL | POD | CARGO | QUANTITY | SHIPMENT DATE |
|--------------------------|---------------|-------------------------|---|--|---------------|
| MV Simone | Mumbai | Cartegina | 1330 cbm transformers & accessories, 12 20" container | Total 11 transformers (Crompton Greaves) 3 x 60mt trafo/ 5.9x 4.2 x 4.15 mtrs / H/L 4x30mt trafo/3.9x3.1x4.2mtrs/H/L | 07.01.13 |
| MV HLL Kobe | Mumbai | Antwerp Richards Bay | 110 mts / 500 cbm millshell | 4x23mt trafo/ 4x3.5x3.25mtrs/ H/L 5 pkgs - 162.150 mt 1 x 120 mt H/ L | 10.01.13 |
| MV HLL Kobe | Mumbai | Abidjan | 1090 mts / 1122 cbm project cargo, 1 x 14 TPH | 56 pkgs / 125.975 mt / 2.56 mtrs x 1.60x 8.5/ 13 H/L 5.5 x 2.75 x 1.35 /H/L | 10.01.13 |
| MV HLL Kobe | Mumbai | Free Town | 837 cbm project cargo | 8 pkgs / 84.39 mt ODC | 10.01.13 |
| MV Emsland | Chennai | Sohar | 980 cbm project cargo | 47 PKGS / 125.5 MT /980 CBM 1 X 60 Mt H/L | 23.01.13 |
| MV Emsland | Cochin | Jebel Ali | Steel Plates | 1462 mt steel plates | 29.01.13 |
| MV African Eagle | Mumbai | Mombassa | project cargo | 336 cbm / 60.750 mt | 20.01.13 |
| MV Vera | Dar Es Sallam | Chennai | 13 Locomotives 26 Boogies | 13 x 16x 3x 3.6 mtrs H/L 26 x 5.5 x 3 x 1.5 mtrs | 12.07.12 |
| MV Vision | Krishnapatnam | Dammam | Barites - Bagged | 7100 mt barites | 08.02.13 |
| MV Emsland | Mumbai | Abu Dhabi | 192 cbm | 192 CBM / 173.64 MT 3 X 53.62 MT H/L | 03.02.13 |
| MV Emsland | Mumbai | Jebel Ali | 680 cbm Excavators Steel plates | 680 cbm 6 x 45 mt H/L 20 mt Steel plates | 03.02.13 |
| MV Emsland | Mumbai | Muscat | 101 mt Transformers + 83 mt accessories | 1 x 101 mt transformers + 500 cbm accessories H/ L | 03.02.13 |
| MV Hope | Vizag | Bandar Abbas | Manganese - Bulk | 6500 mt Manganese Ore BULK CARGO | 12.02.13 |
| MV Liberty Pride | Houston | Mumbai | Predator Machine + accessories | 436 cbm Predator Machine + accessories | 04.02.13 |
| MV Han Hui | Mumbai | Antwerp | 211MT Trafo + 60 CBM Accessories | 1 x 211mt Transformer H/L 9 mtrs x 3.8 mtrs x 4.3 mtrs | 09.02.13 |
| MV Thor Gitta | Richardsbay | Mumbai | 120mt transformers + Accessories | 1 x 7.2 x 3.6 x 4.8 mtrs H/L | 08.02.13 |
| Golam E Mustafa | Kandla | Bangladesh | Salt - Bulk | 12500 mt Salt | 30.10.12 |
| Mv Han Hui | Mundra | Denmark | Steel | 6200 mt steel | 14.03.13 |
| MV Jork | Vizag | Sohar | Project cargo + Steel | 2500 cbm project cargo + 628 cbm steel cargo | 14.03.13 |
| MV Hamra | Abu Dhabi | Singapore | Steel Angles | 2000mt Steel Angles | 09.04.13 |
| MV Hamra | Mumbai | Jakarta | Project Cargo 6 ODC | 261 cbm / 134 mt / 78 mt max 1 x 48.9 x 42.0x43.90/ H/L 1 x 53.50x 42.5x 30 H/ L 1x40.50x42x43.90 H/L | 20.03.13 |
| MV Hamra | Pipavav | Abu Dhabi | Project Cargo | 1800 cbm / 75 pgs 42.9 mt | 22.03.13 |
| MV Han Ren | Mumbai | Dar es Salaam | Project Cargo / Fabricated Steel structures | 1300 cbm 1x19.68x5.50x5.26/569.34/42.820 mt 1x11.50x5x4.90/281.75 cbm/53 mt | 10.04.13 |
| MV Han Ren | Mumbai | Dar es Salaam | Project Cargo - 3258 cbm: 78.75 cbm / 50 mt | 3258/ 1x 6.85x3.13x3.65/78.75 cbm/50 H/L 1x7.11x4.19x4.06/121 cbm/74.5 H/L 1x8.50x2x2.30/39.1 cbm/35 H/L 1x8.50x2x2.45/41.65 cbm/35 H/L 1x4.65x3.43x4.19/66.82 cbm/37 H/L | 10.04.13 |
| MV Han Ren | Mumbai | Mombassa | 6 Transformers + accessories 596cbm / 343 mt | 2 x90mt trafo / 8.150 x 4.125 x 3.450 H/L 1 x 65mt trafo / 7.05 x 3.300 x3.600 H/L 3 x 91 mt trafo/ 7.80 x 3.30 x 4.0 H/L | 10.04.13 |
| MV Han Ren | Mumbai | Richards Bay | 1 x 120 mt Transformer 1 pallet | 1x 120mt/ 7.20x 3.60 x 4.80mtrs H/L 15 CBM | 10.04.13 |
| MV Han Fang (Han Xin) | Mumbai | Port Kelang | 204 cbm/132mt/ Transformer + accessories | 1 x 110mt / 7.40 x 3.40 x 4.20 H/L | 30.05.13 |
| MV Emsland | Mumbai | Muscat | 2 x 53.5 mt transformer + accessories, 575 cbm / 219mt 4 x 39 mt Transformer + accessories, 549 cbm / 246 mt | 2 x 53.5 / 6.55 x 3.33 x 4 H/L 4 x 39 / 4.75 x 2.7 x 3.2 H/L | 20.04.13 |
| MV Han Ren | Mumbai | Durban | Steel Beams | 490mt steel beams | 10.04.13 |
| MV Han Ren | Mumbai | Mombassa | Steel Beams | 150mt steel beams | 10.04.13 |
| MV Han Ren | Mumbai | Dar Es Salaam | Steel Beams | 50mt steel beams | 10.04.13 |
| MV Al Jaber 18 | Hazira | Umm Qasar | HR Coils | 13700 mt HR Coils | 04.05.13 |
| MV Thorco | Goa | Bangkok | steel coils | 5500mt steel coils | 27.05.13 |
| Attraction MV Borkum | Vizag | Sohar | 44 pkgs / 4431.61 cbm general cargo | 6 x 56.475 mt/ 5.9 x 5.1 X 4.9 H/L 2 X 62.015 mt/ 33 X 1.395 X 3 H/L 4 X 50mt/ 28 X 1.395 X 3 H/L 5 X 31.95 mt/ 36.99 X 1.2 X 2.5 H/L 2 X 32.250 mt/ 36.99 X 1.2 X 2.5 H/L | 29.05.13 |
| MV Silver Peace | Shanghai | Chennai | Project Cargo | 1800 cbm project cargo | 24.06.13 |
| MV Al Jaber Voy 1 | Goa | Kandla | Steel Pipes | 17000 mt steel pipes | 22.06.13 |
| MV Al Jaber Voy 2 | Goa | Kandla | Steel Pipes | 17000 mt steel pipes | 04.07.13 |