



Atlas Insight

June 2014

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Dear Colleagues,
 Every worthwhile accomplishment, big or little, has its stages of drudgery and triumph; a beginning, a

struggle and a victory.

I would like to take the opportunity to request you all to gear up for the next challenge of completing the budget given to each one of you at the earliest. This would require the same level of dedication and commitment that you have shown over the last few years. I'm sure you all will keep up the good work, remain vigilant, having a vision and goal to achieve the

targets set in every branch offices within the next 9 months.

When you are inspired by some great purpose, some extraordinary project, all your thoughts break their bonds your mind transcends limitations, your consciousness expands in every direction, and you find yourself in a new, great, and wonderful world. Dormant forces, faculties and talents become alive and you discover yourself to be a greater person by far than you ever dreamt".

I'm confident you all will show the same level of commitment in the next quarter for the growth of Atlas.

Motivation & Inspiration

Time will pass no matter what. Give yourself something to show for it.

Give yourself some adventure, some achievement, some fellowship, learning, exhilaration, and other great moments of experience. Give yourself the benefit of working with discipline and focus to tackle a meaningful challenge.

Time moves forward, so get yourself moving forward with it. Make this day uniquely fulfilling, and then create even more fulfillment tomorrow.

You cannot go back and reclaim the hours, days and years that have already passed. Yet you can work to make the very most of every new moment that arrives.

Make time your friend by filling it with positive purpose as it arrives. Make time work for you by doing your best work with the time you have.

Time is filled with great promise and possibility. Claim all that value with purposeful, focused effort and lift your world higher as each moment passes.

Get out of your own way

Don't waste your energy being resentful about the distractions or blaming the interruptions. Just go ahead and cheerfully deal with whatever comes along.

Don't use up all your time complaining about the problems or worrying about the challenges. Instead, be thankful that you're able to do something positive with them, and then get busy.

There is so very much you can achieve if you'll simply get out of your own way. There is so much you can do when you stop second-guessing yourself and allow yourself to take action.

By all means think about what you're doing, but don't let the thoughts get in the way of doing. Anticipate the possible problems but don't let those imagined problems prevent you from moving forward.

You owe it to life to express your unique perspective by creating new, original value and richness in the world. You owe it to yourself to wake up every morning and spend every day free of any self-imposed limitations.

Step forward with joy and live your life. Discover in each new moment how much better you can make it.

Live with humility

Humility is surprisingly empowering. Sincerely putting others first is an excellent way to get yourself ahead.

When you decline to grab the credit for the good things you do, others will be much more willing to work with you. When you're not afraid to admit you don't know it all, others will be happy to help you learn.

Boasting will never earn you any positive impressions. It mainly makes you look foolish and insecure.

Choose instead to regularly look at life from other peoples' perspectives. Do what is best not for you alone, but what is best for everyone involved.

It is nearly impossible to achieve real success by being centered only on yourself. The best thing you can do for you is to consider what's best for everyone else.

Always remember that true greatness does not have to be announced. Live with humility, with compassion and positive purpose, and live with that true greatness

Logistics Updates

Ports

ABG-LDA, IL&FS set to win Vizag port bid

ABG-LDA Bulk Handling runs facilities at Union government-owned ports located at New Mangalore, Paradip, Haldia, Vizag and Tuticorin. A consortium of ABG-LDA Bulk Handling Pvt. Ltd and IL&FS Maritime Infrastructure Co. Ltd is set to win the rights to develop and



operate mechanized fertilizer loading facilities at Visakhapatnam port in Andhra Pradesh. The Rs. 250 crore, 5.2-million tonne-capacity-a-year project involves installing mechanized loading facilities along with bagging and dispatch facilities for fertilizers at an existing berth in the Union government-owned Vizag port, India's second biggest by cargo handled.

The ABG-LDA Bulk Handling-IL&FS Maritime was the only group to submit a price bid for the 30-year contract from a shortlist of four when

the deadline ended on 30 January. The other three pre-qualified bidders-GVK Power and Infrastructure Ltd, Vadinar Oil Terminal Ltd and Gangavaram Port Ltd - dropped out without submitting price bids. The ABG-LDA Bulk Handling-IL&FS Maritime consortium quoted a revenue share price bid of 21.25%, at least two persons familiar with the bid results said on condition of anonymity.

Vallarpadam terminal may get cabotage waiver

February promises to be a month of turnaround for the International Container Transshipment Terminal (ICTT) at Vallarpadam, as two major issues choking the growth of this Rs 3, 200 crore joint venture between Cochin Port Trust and Dubai Port will be resolved later this month. Union shipping secretary K Mohandas has confirmed that initiatives have been launched at the level of the Prime Minister's Office to resolve the row over customs inspection of the cargo being handled at the port, by February 15. Opening of Customs Freight Station (CFS) near ICTT in February will be another factor that will mitigate the customs inspection hurdles at

the terminal. The long-pending demand for giving cabotage waiver to ICTT is also likely to be approved by this month, Mohandas told TOI here. Prime minister's principal secretary Pulohit Chatterjee had convened a meeting of the secretaries of the ministries of shipping, commerce and finance in New Delhi last week to resolve the bitter turf battle between officials of the customs department and Cochin SEZ over cargo inspection at ICTT.

India invites US investment for ports

India has invited investors from the US to participate in the country's port development plans. This invitation was extended by the Union Shipping Minister G.K. Vasan when a business delegation from USA led by Undersecretary to the Government of the United States of America, Sanchez met him in Chennai on Tuesday. Foreign Direct Investments (FDIs) in ports are permitted in India under the automatic route. USA is the second largest source of FDI inflows into India.

Recalling the maritime cooperation between India and the USA, Vasan said, a

Memorandum of Cooperation on Maritime Transport, Science and Technology between the two countries was signed during 2005. " It covers a wide area of mutual interest including maritime



safety and security, port management and technological developments related to the maritime sector. It also envisages cooperative arrangements between the US Merchant Marine Academy and the Indian Institute of Maritime Studies, which is now a constituent of the Indian Maritime University in the field of maritime training and education," he said.

Indian shipping minister GK Vasan advocates PPP mode in port investment at Invest Port conclave in New Delhi

Indian Shipping Minister, GK Vasan has strongly advocated Public Private Partnership (PPP) mode in port investment opportunities in India. Inaugurating 'Invest Port, a conclave on investment opportunities in India in

Logistics Updates

New Delhi yesterday, Vasan said that the maritime sector played a crucial role in facilitating India's international trade, a PIB statement said.

Almost 95 percent by volume and 70 percent by value of India's global merchandise trade is effected through the sea route. To ensure seamless passage of cargo both from and to the port through the hinterland, the Minister said that it involved harmonisation of berth side development (including installation of cargo handling equipment) with marine side development (including enhancement in channel depths, where necessary).

Kandla port approves Adani bid for satellite port

APSEZ, India's biggest private port operator, had emerged the highest bidder for the project in December by agreeing to share 25.09% of its revenue from the facility with the port Bangalore: Kandla Port Trust, which runs India's biggest cargo-handling port by volume at Kandla in Gujarat, has approved the highest price bid submitted by Adani Ports and Special Economic Zone Ltd (APSEZ) to build a Rs. 1,060 crore satellite port outside Kandla creek to handle

14 million tonnes of cargo a year. The bid was cleared by the port's board of trustees at a meeting on Tuesday, said Sanjay Thakrar, a member of the board of Kandla port.

APSEZ, India's biggest private port operator, had emerged the highest bidder for the project in December by agreeing to share 25.09% of its revenue from the facility with the port. APSEZ has recently run into problems with the Union home ministry, which has denied security clearance to the firm to participate in the auctions for port contracts without attributing any reasons. Since November 2010, the firm has been denied security permits to participate in at least four port auctions—one each at JN port and Vizhinjam port and two at Vizag port.

Cargo

Snag rectified, railways' Rs 10-cr route relay interlocking system working smoothly

Work on the much-awaited route relay interlocking (RRI) system has been completed at Patna Junction under the Danapur division of East

Central Railway (ECR). The new system has been functioning smoothly, said divisional railway manager (DRM), Danapur, L M Jha. Talking to media persons on Monday, he said that the project, which was pending for the last 15 years in the division, has cost the railways about Rs 10 crore. With completion of the work, which was approved by Railway Board long back, safety on tracks at Patna Junction has improved further, he said.

The DRM admitted that the RRI system suffered a setback on completion of work on February 12 night due to technical snags that caused disruption in traffic on both Delhi and Howrah ends. "Passengers faced a lot of inconvenience from February 7 to 17. However, the new advanced system was repaired and reinstalled, mainly at Patna Junction," he said. Jha said that about 500 railway employees, including officials, worked hard round-the-clock during this period to make the RRI system function smoothly. A high-level team of Railway Board and ECR GM Varun Bharthuar guided them in the successful installation of RRI system. The Railway

Board's technical team worked as troubleshooter and set everything right.

Indian air cargo market set to soar in coming years

The Indian air cargo industry is expected to soar in the next three to four years with the economy on a solid growth trajectory and the 'liberalisation' of the aviation sector in the works. India will emerge as a new cargo hub, given its geographical location between South-East Asia and the European Union, according to the analysis.

The report highlighted that the country's air cargo market was expected to grow at a compounded annual growth rate (CAGR) of about 8.3% by 2013. "Increasing globalisation, integration of the world economy, and the strengthening of India in the IT service provider space has resulted in a booming Indian economy," said the report's authors, analysts Mr. Arun Narayanan and Mr. Chethan Kambi. "This has increased the aggregate demand and is an important in Mexico City.

Atlas Tables

FOR AIR SHIPMENTS

(1CBM) One Cubic Meter = 166.66 Kgs of Volume Weight

The weight / volume ratio is 1:6 ---- that means LXWXH /6000 is the volume weight calculation

CBM X 166.66 = Volume Weight

International Volumetric Weights are calculated using the formula below:

Length x Width x Height in centimeters / 6000 = Volumetric Weight in Kilograms

HOW TO CALCULATE VOLUMATRIC WEIGHT

LXWXH /6000 IF CMS ‘

LXWXH /366 IF INCHES “

INCASE THE WETIGHT INDICATES IS LBS THEN

1 LBS = 0.454KGS

1 kilogram = 2.2046 lbs

To check the volumetric weight

CBM X 166.66 = Volume Weight

To check in inches CMS / 2.54 = inches

To check in cms INCHES X 2.54 = cms

MM / 10 = CMS

Basic Conversion Table

1 inch = 2.54 cm

1 foot = 30.48 cm

1 cubic foot = 1728 cubic inches

1 cubic meter = 35.31 cubic feet

How to find CBM

If measurements are in CMS LXBXH divide BY 10,00,000 inches LXBXH divide BY 60480

DISM IN CMS 321 X 116 X 126 = 4691736 / 10,00,000 = 4.69 CBM

1 kilogram = 2.2046 lbs

1000 kgs = 1 metric ton

TIPS FOR FILLING PETROL AND DIESEL

Only buy or fill up your car or bike during early morning, when the ground temperature is still cold. Remember that all service stations have their storage tanks underground. . The colder the ground, the more dense the fuel. When it gets warmer, petrol expands. So, buying in the afternoon or in the evening, your litre is not exactly a litre. In the petroleum business, the specific gravity and the temperature play an important role. 1 degree rise in temperature is a big deal for this business. But the service stations do not have temperature compensation at the pumps.

Another most important tip is to fill up when your tank is HALF FULL. The reason for this is, the more fuel you have in your tank the less is the air occupying its empty space. Petrol evaporates faster than you can imagine.

New Joinees

MR. SUDHAKAR T
OPERATION EXECUTIVE (MAA)

MR. SAKTHIVEL S
OPERATION EXECUTIVE (MAA)

MR. DEEPAN S
OPERATION EXECUTIVE (MAA)

MR. REJY PUSHPAKARAN
OPERATION EXECUTIVE (COK)

MR. SOORAJ K SURESH
OPERATION EXECUTIVE (COK)

MR. BALJEET SINGH
OPERATION EXECUTIVE (DEL)

- Atlas Insight welcomes the new joiners to our family

Resigned Employees

MS. CHITRA (CJB)

MR. KRISHNA D SALIAN (BOM)

MR. SANDOSH N (TRZ)

MR. MANGESH M SHEDGE (BOM)

MR. SACHIN SHANKAR THOMARE (BOM)

— Atlas Insight wishes good luck for your future

Life of a Freight Forwarder

We are capable of calculating quotations for three major projects, making booking for 5 different shipments and answering 12 totally unnecessary calls per hour, all simultaneously. We do not require sleep and are at your service 25 hours a day, 8 days a week. Our home numbers are your numbers. We are responsible for production delays, traffic jams, and mechanical problems with trucks, aircraft and ships and depressed economic conditions overall. We are totally responsible for any lost or damaged freight and will personally replace it upon request. We have powers which allow us to add unlimited weight and volume to and upon an already overloaded truck. We create miracles by loading unlimited weight and volume into airline/sea freight containers. Furthermore, we can always motivate drivers to be your free-of-charge temporary employees to help with loading and unloading. Yesterday's delivery requirements with cargo loading today are regularly completed the day before yesterday, ten times a day, every day. We know that when you order a truck for loading on Monday that you really needed it on Saturday, but that you only want the overnight load delivered the following Wednesday. You want us to be at the office on weekends & public holidays to unload your goods at 2 am to ensure that your truck returns in time for your normal deliveries.

We are always friendly with a smile, have mastered telepathy, show empathy and gladly act as our customers' psychiatrists. We embrace the challenge when you cancel the space with the airline and one hour later expect the airline to hold the space for you just in case you require the capacity again, and do this daily.

We embrace the opportunity that you allow us to develop our negotiation skills with airline staff in securing capacity on already overbooked flight and allowing us to freely negotiate a cheap spot rate for the freight as well.

We speak all languages and know the location of even the smallest town anywhere in the world.

We are able to obtain a freight rate inclusive of clearance and door delivery to the strangest of places at a moment's notice. At your request we can comply with any and all additional requirements your company may have. We also repair vehicles and computers. For undisturbed road traffic, we have clocked our vehicles and if that does not resolve a traffic jam, we are capable of freeing the roads of traffic, upon request, in order to meet cut-offs.

Our lives have been enriched by the endless opportunities that you have allowed us to experience.

Atlas Insight wishes Happy Birthday to

June

POSELVA RATHINAM	17 TH TUT
ALLU SYAMALA RAO	18 TH VTZ
SURESH C	19 TH MAA
SACHIN KASHIRAM GHAG	19 TH BOM
ANIL BABU R	20 TH HYD
BANTI BISWAS	20 TH CCU
RAVINDRA KUMAR K	25 TH BLR
SUVENDU GHOSH	28 TH CCU
MAHALAKSHMI	29 TH BCO

Aspire

Transparent

July

ASHWIN BABULAL RATHOD	01 ST AMD
MURUGAN S	02 ND MAA
DHARMENDRA KUMAR	02 ND DEL
ANITHA N	03 RD MAA
SANDEEP MHATRE	06 TH BOM
RAHUL SHIRAHATTI	07 TH BCO
BISWANATH DAS	07 TH CCU
AMIT KUMAR TRIPATHI	08 TH BCO
S. PON SELVAM	09 TH TUT
MOHAN KUMAR M	09 TH BCO
RAMA MURTHY P V	12 TH VTZ
SUREKHA REDDY C	13 TH VTZ
DINAKAR V	15 TH BCO

Logistics

Accurate

Service

