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Posidonia 2024 Opening Ceremony



MHS Founder's Day event 2024

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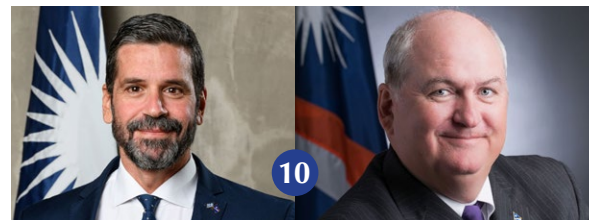
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 +1-516-714-4300

Miami
 +1-305-377-3700

info@chaloslaw.com | www.chaloslaw.com

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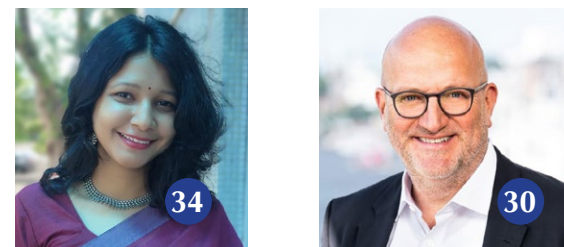
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Support Transition to Zero-Emission

The shift toward a zero-emission society has accelerated in various fields, with governments making their GHG targets more ambitious and sustainable finance gaining more attention. Likewise, the time has come for the maritime industry to systematically manage the GHG emissions from shipping, as represented by the introduction of a GHG emissions evaluation framework into international shipping.

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GAC Shipping (India) Private Limited - Main office

GAC House, P.B. No. 515, Subramanian Road, Willingdon Island, Cochin 682 003, India

E: pricing.india@gac.com | T: +91 484 266 8372

CIN: U63090KL1983PTC003733

Bengaluru

Mr Gopala Krishna

T: +91 96863 55008

E: gopala.krishna@gac.com

Chennai

Ms Ranjani Kumar

T: +91 98846 62852

E: ranjani.kumar@gac.com

Cochin

Mr Swaraj Joseph

T: +91 79943 33270

E: swaraj.joseph@gac.com

Delhi

Mr Jaya Shekar

T: +91 98992 05424

E: jaya.shekar@gac.com

Kandla

Mr Jatin Joshi

T: +91 98251 58583,

E: jatin.joshi@gac.com

Kolkata

Mr Dipayan Hore

T: +91 99036 27997

E: dipayan.hore@gac.com

Mumbai

Mr Sanket Chandwade

T: +91 83697 44069

E: sanket.chandwade@gac.com

Pune

Mr Arjun Bangar

T: +91 98196 69622

E: arjun.bangar@gac.com

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MARITIME HISTORY SOCIETY

presents

Monsoon Musing II

Stories of Naval Combat in 1971 – Loss of INS Khukri

Speaker: Cdr Arun Saigal (Retd)

The Maritime History Society is an academic initiative of the Western Naval Command, Indian Navy. The Society aims to explore, study, promote and showcase India's rich maritime history and heritage through books, seminars, research, newsletters, exhibitions, heritage walks and various other maritime themed events. Every year, the MHS conducts one lecture in each of the monsoon months.

The 1971 India-Pakistan War was a watershed moment in the history of the Indian subcontinent and resulted in the birth of a new nation. Whilst the actions of the surface fleet and the daring deployments of the Indian Navy's missile boats on the western Seaboard are well documented, the circumstances leading to the loss of INS Khukri have largely been focused on the valour displayed under fire by the brave Captain of the ship. However, military historians, have always felt the need to know in greater depth the circumstances under which the action took place off the Kathiawar coast in December 1971 which led to the tragic loss of INS Khukri while engaged in a Hunter-Killer mission against the enemy submarine PNS Hangor. Cdr Arun Saigal, a witness to the event, will share his recollections of the preparations for the war, the sequence of events as they unfolded at sea, and share what happened that fateful night of 9 December 1971 which led to the loss of Khukri and the loss of 176 sailors and 18 officers including her brave captain.

Date: 20 August 2024

Time: 15:45–18:00 hrs IST

Venue: Agastya Auditorium, INHS Asvini, Mumbai

For registration and to learn more about MHS and its activities:



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The Marshall Islands Registry

Celebrates 50 Years in Piraeus

Posidonia 2024 marks the 50th anniversary of the Piraeus office, which provides service and support to owners and operators not only in Greece but throughout the globe. Located along the historic Akti Miaouli, the Piraeus office opened in 1974 as a marine safety centre supporting clients of International Registries, Inc.'s (IRI's) predecessor company offering services in local time, a unique client benefit in the days before digital technology. The office grew to become a regional hub and today is the Republic of the Marshall Islands (RMI) Registry's largest regional office offering not only marine safety services, but also administrative, technical, seafarer, and other maritime operations services for clients throughout the world.



Theo Xenakoudis

"Recognizing the five decades of contribution from the Piraeus office at Posidonia 2024 is very special for me," noted Theo Xenakoudis, Chief Commercial Officer and Managing Director, Piraeus. Theo joined IRI more than 20 years ago when the office was only four strong and led by his father Captain Costas Xenakoudis together with Captain John Giannopoulos. "It is humbling to look back on how far we have come and recognize the hard work, focus on client service, and dedication it has taken to get here," he commented.

Today, IRI provides administrative and technical support to the RMI Registry through its decentralized structure of 28 offices worldwide. The Registry continually earns top ranking among Greek owners and operators who chose a foreign flag. As of 31 March 2024, the RMI fleet had 1,506 vessels weighing 66.2 million gross tons that were either managed or

owned by a Greek company, representing 32.9% of the total gross tons of the RMI fleet. Sharing expertise and intelligence with team members throughout IRI's global network of offices, the Piraeus team also provides significant support for corporate and ancillary services. The RMI Registry and corporate regime function in compliance with the rules and regulations of the Organisation for Economic Co-operation and Development (OCED), the European Union (EU) and European Commission (EC), and the guidelines of the Financial Action Task Force (FATF). The RMI jurisdiction constitutes a solid contemporary and commercially oriented legal framework that is globally recognized and preferred by private and publicly listed shipping companies and organizations worldwide.

"When the Piraeus office opened, this business was still conducted mainly through handshakes and paper. Today, the industry is completely digital — from our online seafarer program to our critical inspections checklist. With the immediate responsiveness of digital technology, we're able to provide 24/7 service to clients throughout the world, support to our other 27 offices, share the voice of our clients at international regulatory meetings, and ensure that our clients have access to the information, technical support, and client service they need to meet the future," continued Theo Xenakoudis.

"The Greek community has always been an important market for us," said IRI President Bill Gallagher. "Over the years we have built a strong local team in Piraeus, one that not only understands the Greek shipping market, but also actively identifies opportunities to strengthen, support, and enhance this community," he continued.

The Piraeus office participates in numerous community and philanthropic events throughout the year including seminars and workshops aimed at increasing the awareness of careers in the maritime industry. Team members actively participate in industry groups and associations, including support for ISALOS.net initiatives and other academic programs and academies aimed at educating and supporting the next generation of maritime leaders. The office's engagement in



Bill Gallagher

international regulatory organization meetings, with team members participating in committee and sub-committee meetings at the International Maritime Organization (IMO) and International Labour Organization (ILO), ensures owners and operators have a voice in these discussions.

"Our RMI Registry related services, including Marine Safety and Management Systems Certification, which include annual safety inspections, plan review and approval, International Safety Management and International Ship and Port Facility Security Code audits, and Maritime Labour Convention, 2006 inspections have driven our growth from a few regional offices and a handful of marine safety personnel to 28

offices, more than 85 full-time inspectors and auditors, and nearly 500 team members worldwide," said Bill Gallagher. "Our 24/7 duty officer service rotates throughout our offices so no message or call is left unattended in case of emergency. That simple fact — that someone is always available to answer the phone — represents the dedication we have to our clients," remarked Bill Gallagher.

Thanks to its longevity in the market, focus on client services, and embrace of digital technology, the RMI Registry has grown around the world and earned a reputation for quality technical support. The RMI Registry recognized other important milestones this year including achieving 200 million quality gross tons in January 2024 and qualifying for an unprecedented 20th consecutive year for the United States Coast Guard's QUALSHIP 21 roster.

"We are proud of the growth we have achieved, but it would not be possible without the trust and respect of our clients and industry stakeholders. We have an incredible team in Piraeus and around the world that focuses on the most important aspect of our business — client service. We are grateful each day for the community of quality owners and operators that make up the RMI Registry," concluded Bill Gallagher.

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International Sea Tourism Festival 2024

The International Sea Tourism Festival (ISTF) is taking place this year in Rhodes under the theme "Go Blue - Go Green - Go Smart", and it is established as the biggest celebration of maritime tourism in Greece from October 25th to October 28th, 2024. The purpose of the festival is to showcase Greece as a top destination for maritime tourism in the Mediterranean and to strengthen relationships with countries in the region. The goal is to continue being an institution and to promote maritime tourism in all its forms in the coming years.

The benefits for the country are manifold, as maritime tourism is on a steady growth path and the audience choosing it is steadily increasing.

Through the participation of yachting companies, cruise lines, sailing, diving, water sports, and premium global brands, the South Aegean takes center stage in maritime tourism, attracting tourists worthy of Greek expectations. At the same time, the event encourages the development of new services and the creation of new job positions. The parallel happenings and the Open-Air Seminar focusing on the blue economy, green transition and development, as well as smart technological applications, are expected to steal the show this year.

seaturismfestival.com

Posidonia 2024 bids farewell to record number of participants

2,038 exhibitors from 81 countries present at biggest ever Posidonia so far

Posidonia 2024 went down in history as the best-attended in the biennial event's 55 years of existence. Mumbai-based international publication TradeMaker magazine was officially associated with the mega event.

Having broken all previous records in terms of exhibition space, number of exhibitors and visitors, Posidonia 2024 was also the place where the maritime world came together once again to finalise and confirm highly lucrative new business deals or announce previously signed contracts. One such occasion was the showstopper announcement of Navig8's tanker fleet and pool business being taken over by ADNOC L&S in a reported \$1.5bn deal that was made public during Posidonia 2024.

Theodore Vokos, Managing Director of Posidonia Exhibitions S.A., said: "It is humbling to witness such a strong response to Posidonia 2024 by the global shipping and maritime community. Every sector of the marine economy and all shipping associations gathered once again in high volumes and high spirits to showcase innovations, network, do business, discuss, and debate the future of the industry. From shipyards to shipowners, ship registries to ship chandlers, classification societies, propulsion system manufacturers, energy providers, software developers, trading, brokerage, legal, consultancy, and financing firms, everyone was here again for two weeks to work and play in true Posidonia fashion."

Exhibitor comments came flooding in soon after the gates at the Athens Metropolitan Expo closed behind the last remaining participants of Posidonia 2024. A total of 32,527 visitors from 130 countries and territories attended the event, an increase of 12% compared to Posidonia 2022. Many of them were full of praise for the organisation of the event, the quality of visitors, and the networking and knowledge-sharing opportunities it offered.

A total of 81 countries and territories from around the world exhibited with the majority coming from Europe and Asia, but this time there was also an increased participation from the Americas.

Alessandro Segabinazzi, Head of Commercial Sector, Embassy of Brazil in Athens said: "Brazil was represented at Posidonia 2024 by the Brazilian Association of Ship Suppliers and Services (ABFN) with 16 of its 33 members participating in the Fair.

Posidonia allowed ABFN-associated companies to exhibit their expertise to a highly qualified international audience, broadening business prospects, fostering new partnerships, and solidifying commercial ties with strategic global entities. Moreover, it enabled Brazilian participants to stay updated on the latest industry trends, innovations, and challenges, crucial for maintaining competitiveness in this dynamic sector. Events like Posidonia play a pivotal role in fostering international collaboration, knowledge exchange, and the formation of enduring partnerships that drive the industry's growth and innovation."

Nineteen thousand kilometres away from Brazil, the Micronesian archipelago of Palau was also present in Posidonia 2024. **Panos Kirnidis, CEO of Palau International Ship Registry (PISR)**, said: "Our participation in Posidonia offers a significant opportunity for us to engage with ship owners, managers, operators, and other stakeholders in the maritime sector. Face-to-face interactions remain unparalleled, allowing us to demonstrate our understanding of the paramount importance of addressing today's challenges for the maritime sector. In 2024, we re-emphasised our commitment to connecting with ship owners actively seeking easy-to-use, efficient, and customer satisfaction-focused seafaring and ship registration services from PISR."

Other exhibitors from Europe, the UK, Greece, and even India, were similarly full of praise for Posidonia 2024.

Georgios Hatzimanolis, Head of Communications, Brand & Events at Kpler, said: "Posidonia 2024 was a resounding success for Greece and the Greek shipping industry, as echoed by many attendees. For the Kpler team, it was a highly positive experience as we showcased our leading platforms, Kpler and MarineTraffic. The high traffic to our booth and the event's overall vibrant atmosphere were remarkable. Kudos to the event organisers for their outstanding efforts."

Nick Brown, Corporate Affairs Director, Marine & Offshore at Bureau Veritas, said: "Posidonia 2024

was a great show and an amazing week. We had so many opportunities to discuss the future of ship safety, performance, and the importance of supply and value chains. The future of shipping is about more than ships! And as always, there were so many good events, and too little time! Congratulations and many thanks to Theodore Vokos and his team — they were simply everywhere. Time now to start thinking ahead to Posidonia 2026."

Narayan Rajan, Co-Founder & Managing Director of Nautilus Shipping, stated: "We are thrilled to share that our first-time attendance to Posidonia was a resounding success! The event provided us with invaluable opportunities to connect with industry leaders, talk through our innovations, and expand our network within the maritime community. We received an overwhelmingly positive response and engaged in meaningful discussions that will pave the way for future collaborations." Nautilus Shipping sponsored 'Route 1 (Athens International Airport Metro Station to Metropolitan Expo centre)' of the event's shuttle bus service.

Elias Makris, Director EU Business Development at Weathernews, said: "After 13 Posidonias that I have attended, this was the most beneficial and successful

one. It was greatly organised and I hope that Posidonia 2026 will be even better."

Eleni Anagnostopoulou, Deputy Director, Global Maritime Consultants Group, said: "The networking opportunities at Posidonia were invaluable. The diverse range of exhibitors and attendees provided a comprehensive view of the maritime industry's current and future landscape, equipping us with the knowledge to make informed decisions and maintain our leadership position. Engaging with this group of professionals allowed us to exchange ideas and best practices, which are essential for driving innovation and excellence in our services. By listening to various industry players' experiences and perspectives, we can tailor our solutions to address the most pressing challenges and opportunities in the maritime sector. Posidonia allows us all to come together to push the maritime industry forward."

Posidonia 2024 was organised under the auspices of the Ministry of Maritime Affairs & Insular Policy, the Hellenic Chamber of Shipping and the Union of Greek Shipowners and with the support of the Municipality of Piraeus and the Greek Shipping Co-operation Committee.

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Groundbreaking vessel retrofit projects launched

Zener Maritime Solutions announced its partnership in an innovative and cutting edge retrofit project alongside Atal Solutions and Damen Green Solutions. This partnership aims to bring Dutch Shipping at the forefront globally, with fuel savings and emission reduction as the key solutions. The announcement of these projects was made at the mega international event Posidonia (2024), in Athens, Greece.

Zener Maritime Solutions brings onboard expertise in designing and integrating advanced decarbonisation systems to enhance vessel performance and greatly reduce fuel consumption. The company will continue to carry out the process of pre-contract preparation till the final sea trials — this would guarantee attention to detail and superior quality throughout.

Zener will carry out basic and detailed engineering, and assist with the installation, followed by sea trials. These projects are not only a testament to the company's commitment to the goal of being sustainable but also to take a significant step towards the shaping of future maritime practises. Focusing on the retrofit of existing vessels, Zener addresses the necessary need for sustainable solutions in the maritime landscape, in turn ensuring a rapid and impactful environmental benefit.

Jagdeep (JD) Singh Bhatia, Managing Director, Zener Maritime Solutions, stated: "Our collaboration with Atal and Damen marks a pivotal point in the shipping industry. At Zener, we are dedicated to deliver innovative retrofit solutions that significantly reduces the fuel consumption and overall emissions. This project demonstrates our company's commitment to create a sustainable future for maritime operations."

Jyotdeep (Joe) Singh Bhatia, Co-MD, Zener Maritime Solutions, remarked: "Zener's role in this project involves

the meticulous engineering and integration of state-of-the-art decarbonization technologies. By leveraging our expertise in retrofit design and engineering, Zener ensures that each vessel achieves highest efficiency, setting a new standard for the industry.

This collaboration highlights the exceptional strength of our engineering and designing capabilities, alongside our dedication to sustainability".

Chirag Joshi, Director, Zener Maritime Solutions, added: "By implementing cutting-edge decarbonization technologies, energy recovery systems, we achieve substantial reductions in greenhouse gas emissions. Additionally, the integration of shore power connections and exhaust gas cleaning systems further underscores our commitment to significantly decreasing the carbon footprint of the shipping industry. Once the retrofits are done, these vessels shall be at par with the new build vessels complying with the 2030 IMO GHG strategy.

Zener's comprehensive scope includes:

- Pre-contract preparations: Detailed organization and planning will pave the way for an efficient project initiation. The phase would include risk assessments, comprehensive feasibility studies, and would include coordination with key stakeholders to align project goals and timelines.
- 3D scanning: Zener will use advanced 3D scanning techniques for precise measurement and installation processes. This technology would enable in accurate mapping of the vessel structures which would facilitate in seamless integration of retrofit components.
- On-board visits: Comprehensive assessments and inspections will be conducted to adapt each solution to different vessel's exclusive requirements.



- These on-board visits would ensure the retrofit designs are personalized to each specific structural and operational requirements of each vessel.
- Retrofit engineering and design: Zener brings in the expertise in detailed engineering and designing retrofit, specifically tailored to boost the efficiency and performance of the existing vessels. The solutions mainly focus on the fuel efficiency, reduced carbon emissions, and improved overall vessel efficiency.
- Installation of measurement systems: To obtain accurate data collection and analysis, advanced measurement systems are implemented. Fuel consumption monitors, emissions and critical performance metrics, are crucial systems to enable precise adjustments and optimizations.
- Supervision: To ensure quality and precision, Zener will provide expert supervision during the installation phase. Experienced supervisors would ensure that all installations adhere to the highest possible standards of performance and safety, minimizing downtime and disruptions. Zener will assist during the commissioning in sea trials and inclining experiments.

Technologies integrated:

- Exhaust Gas Cleaning Systems (EGCS) and Carbon Capture and Storage (CCS) – Reduced emissions and compliance with international regulations. EGCS effectively removes sulphur oxide (SOx) from the exhaust gases which significantly reduces the negative environmental impact of the vessel. Capturing carbon emissions directly from the exhaust gases of vessels helps in reducing the overall carbon footprint of the vessel.
- Variable Frequency Drives (VFDs): Greatly enhances the energy efficiency and reduces the fuel consumption by the optimisation of performance of electric motors and systems.
- Air Lubrication System (ALS): Creating a layer of air bubbles underneath the ship's hull surface

- decreases the hull resistance by reducing the skin friction. This leads to significant fuel saving and reduced GHG emissions.
- Alternative Marine Power (AMP): Providing vessels with the capability to connect to shore power while docked, which reduces the emissions and in turn reduces the fuel consumption while at port.
- Energy Saving Devices (ESDs) and Energy Efficient Technology (EETs): Solutions like pre-swirl stators, ducts and fins, and low-friction paints, provide innovative solutions which optimizes the water flow and in turn reduces energy loss.

The seamless integration of these cutting-edge technologies helps in achieving a minimum reduction of 25% in fuel consumption per vessel and reducing the carbon emissions to about 99.5%. This ambitious target reflects Zener's commitment to sustainability and the expertise to deliver high impact solutions.

Zener's capabilities in retrofit engineering and design

Zener Maritime Solutions is leading in maritime innovation by providing expert engineering and design services that is driving decarbonisation of the shipping industry. The capabilities will encompass a wide range of retrofit solutions which ensures that vessels are fitted with the latest technologies that reduce adverse environmental impact and increase the overall operational efficiency.

- Advanced engineering design: Zener's team of engineers develop bespoke designs for vessel retrofit, focusing entirely on the integration of the technologies that reduce emissions and improve the overall vessel efficiency. State of the art tools and software are utilized to model and optimise the designs.
- Comprehensive retrofit solutions: Zener tailors technologies and solutions according to the exact/specific needs of the vessel, maximizing environmental and economic benefits.

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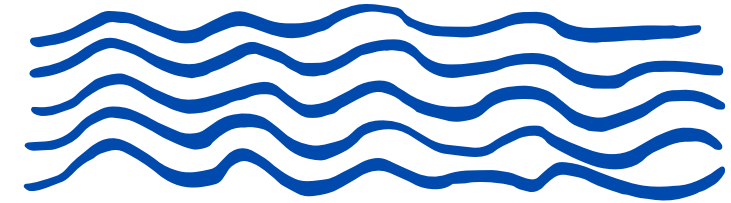


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Aerial view of *Ble Azure* – venue of the Marshall Island Registry's trademark impressive reception (on the occasion of Posidonia 2024), on 6 June





Historical Perspectives & Future Implications of IMEC in focus at MHS Founder's Day event

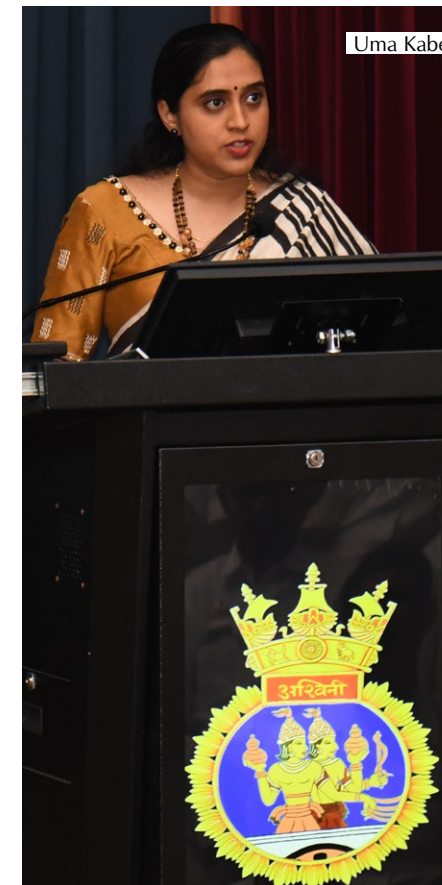
The Maritime History Society (MHS), an academic initiative of the Western Naval Command (WNC), Indian Navy, was founded on 12 May 1978. Brainchild of Late Vice Admiral Manohar Prahlad Awati, PVSM, VRC (Retd), the Society aims to explore, study, promote and showcase India's rich maritime heritage and wisdom through books, seminars, research, heritage walks and visits, newsletters, and various other maritime-themed events.

In commemoration of its Founder, every year MHS conducts the Founder's Day event. 'Historical Perspectives and Future Implications of the India – Middle East–Europe Economic Corridor (IMEC)' was in focus at the 46th Founder's Day event on 13 June 2024, held at the iconic Indian Naval Hospital Ship (INHS)

Asvini's Agastya auditorium, southern Mumbai. INHS Asvini is the oldest Command Hospital of the Indian Navy. TradeMaker magazine was the Premier Media Partner of the houseful event that witnessed a diverse audience comprising naval personnel, historians, students, and maritime enthusiasts.

The proposed Corridor is an inheritor of the long legacy of the Indian–Middle East–Mediterranean trade that transcends over many centuries. The event focused on bringing out the trade connection from the ancient times to the present, and thereby attempt to predict the future implications of this initiative.

Comde M. Doraibabu, NM, Additional Director, MHS, delivered the introductory address which traced the



Uma Kabe

The guest speakers at the event were Prof Vasileios Syros, Chair of Excellence in Indo-Hellenic Strategic Thought & Statecraft, Centre for Military History and Conflict Studies, United Service Institution of India (USI); Prof Ranabir Chakravarti, former Professor of Ancient History, Jawaharlal Nehru University, New Delhi; and Capt Raghavendra Mishra, Indian Navy (Retd), former Directing Staff, Naval War College, Goa. Comde Srikant Kesnur, VSM, PhD (Retd), former Director of Maritime Warfare Centre, moderated the event.

Prof Syros identified ancient precedents of the IMEC. He revisited India's role as a major trading hub in the ancient world, how she contributed to cross-cultural encounters and dissemination of philosophical ideas and scientific learning, and, ultimately, shaping world civilisation.

Prof Chakravarti brought out aspects related to Arab dominance in the Indian Ocean region, followed by arrival of the colonial powers and impact of these events on trading networks in the Indian Ocean region.

Capt Mishra stressed on the proposed architecture of the IMEC, and its economic, diplomatic, and strategic implications.

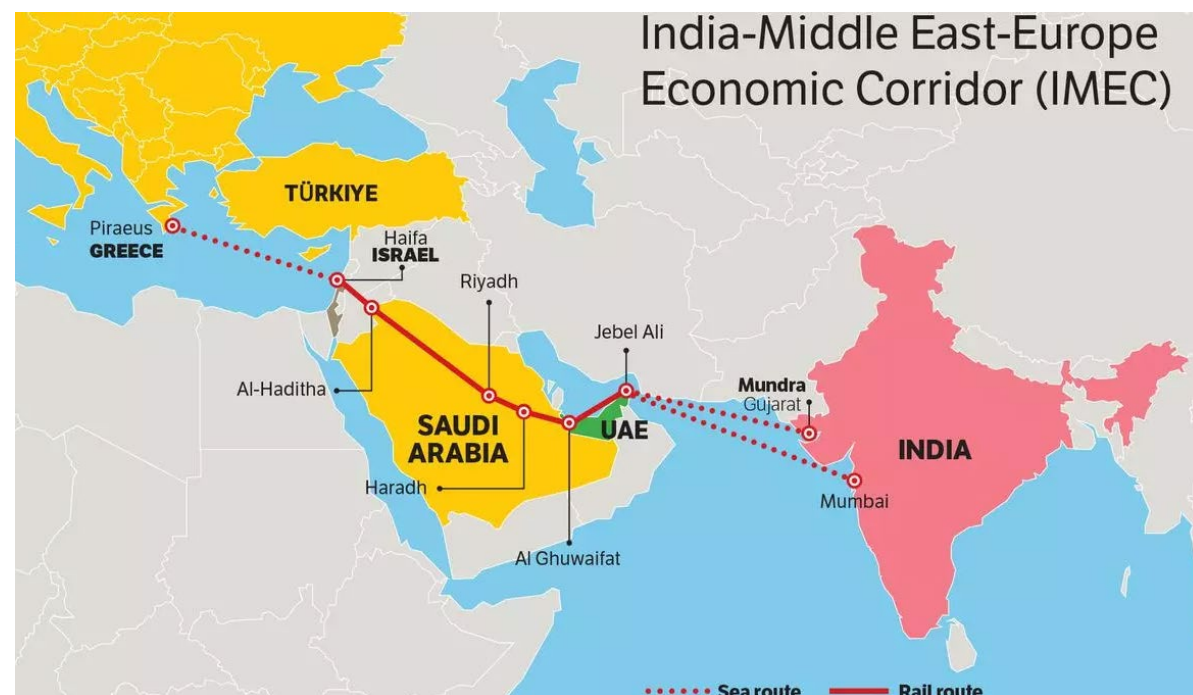
Comde Kesnur, who meticulously and animatedly moderated the event, summarised the proceedings, assisting the audience with the lessons learnt and to bring out an actionable prescription for a robust IMEC architecture.

The speakers and the moderator were felicitated by the event's Chief Guest Vice Admiral Sanjay Singh, AVSM, NM, Flag Officer Commanding-in-Chief, WNC. Uma Kabe, Project Research Associate, MHS, who anchored the event, also delivered the vote of thanks.

Musings and interactions continued over delectable refreshments.

contribution and activities of the Society, and their bid towards promoting maritime consciousness. Setting the context of the seminar, Comde Doraibabu enunciated the need of scholarly discussions on the day's theme.

The keynote address was delivered by Prof Upinder Singh, Ashoka University, Sonapat. She emphasised on the long and vibrant tradition of Indian maritime trade, and connections between the transport and exchange of raw materials, commodities, religion, artefacts and ideas along these (maritime) routes. She also touched aspects of competition and conflicts involved in the Indian Ocean trade.



(L-R) Prof Ranabir Chakravarti, Comde Srikant Kesnur, Prof Vasileios Syros, VAdm Sanjay Singh, Prof Upinder Singh, Comde M. Doraibabu, Capt Raghavendra Mishra

TM

INBA stakeholders have a Grape Evening in Mumbai

At yet another engrossing networking reception organised by the India Netherlands Business Association (INBA) Mumbai, stakeholders mingled besides the sea at the *Otters Club* in suburban Mumbai on 19 June 2024. The Consul General of the Netherlands in Mumbai, Bart De Jong, also graced the occasion. TradeMaker magazine was the exclusive media presence at the event.

The participants were captivated by Nitin Agrawal, who took them through his life's journey, also providing anecdotes, and shared his unique success story about export of agricultural products. Mr Agrawal is the Managing Director of Euro Fruits Pvt Ltd.

His inspiring entrepreneurial journey provided invaluable insights into the challenges and triumphs of building a business and company. From humble beginnings to becoming a major player in the international market, his story is a testament to the power of perseverance and commitment. Nitin's daughter, Nidhi Agrawal, Executive Manager, Euro Fruits, was also present that evening.



(L-R) Haresh Lalwani, Bart De Jong, Kajal Festen-Purohit, Nitin Agrawal, Nidhi Agrawal

The meeting continued over cocktails and dinner.

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Excerpts from Nitin Agrawal's entrepreneurial journey



Initially, I aspired to become a commercial pilot after graduating as an engineer. Grape exports was purely by accident, which I don't regret. During a visit to London in 1991, I was introduced to an English importer who was looking to import Indian grapes. I just took this idea home and the rest is history!

My journey towards my passion began when I started working in a fresh produce packhouse in Europe and learnt the finer nuances of post-harvest in the University of California, Davis.

There is an undying passion in me for this business. I love to interact with people in this small fresh produce global village. The fresh produce business is not for the faint hearted. Indeed, there's a lot of risk and uncertainty, but then this is what makes it interesting (for me). I believe that 'fortune favours the bold'.

Being disciplined and organised comes to me naturally; I always have a detailed to-do-list.

Pre-dominantly a family-oriented man, my two daughters and wife have been my pillars of strength and support throughout my journey. Cooking and a glass of chilled beer are my go-to stress busters.

I have always looked up to my father for advice and inspiration. He taught me this golden rule of business: The initial 20-35 years of life is when you learn, during the next phase — up to 50 years — you earn, and once you cross the age of 50, you must return. I took to his teaching early and was able to return to society at an early age in the space of rural primary health and education.

Reflecting on the years gone by, I can only feel a great sense of satisfaction that Euro Fruits has earned such great recognition and reputation. In our collective journey, we had many experiences and learnings, and firmly believe that persistently we must endeavour to improve our systems — at pre as well as post-harvest stage.



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For details please contact Nishit Doshi

nishit@midnightcreatives.com • nishit@trademakermagazine.com

+91-9702023276 • +91-9773823276

People-Centred Decarbonization Concept Beyond Sea Level Boundaries highlight of WISTA Hellas Posidonia 2024 Seminar



Maritime Corporation; Maria Koukou, HR Business Partner for SEEBa Zone at Bureau Veritas Hellas; Ariana Psomas, Global Marine Segment Director, New Build & Drydock Protective and Marine Coatings at PPG; and Aggeliki Tsolakidou, Head of Financial Department at Alexandroupolis Port Authority SA.

On 5 June 2024, within the framework of the METAVASEA project, WISTA Hellas hosted an insightful seminar titled 'A People-Centred Decarbonization Concept Beyond Sea Level Boundaries', during Posidonia 2024. The event brought together brilliant leading maritime professionals, fostering discussions on innovative approaches to decarbonization within the maritime industry. Held at the Posidonia Metropolitan Expo, the packed-house seminar provided a platform for exploring sustainable solutions and advancing the industry's commitment to reducing its environmental impact.

During the seminar a distinguished panel convened, with three out of the four panellists representing esteemed members of WISTA Hellas, underscoring the immense potential and expertise within the Association. The seminar emphasized the critical importance of collaborative efforts across the shipping cluster to effectively address the challenges of decarbonization, a principle that aligns closely with WISTA Hellas' mission and activities.

We, the WISTA Hellas team, would like to extend our heartfelt gratitude to our Platinum Supporter, American Bureau of Shipping (ABS), and our esteemed panellists: Alexandra Chatzimichailoglou, CEO of Kyklades

Head of Financial Department at Alexandroupolis Port Authority SA.

We extend our sincere gratitude to Konstantinos Vouroutzis, Senior Project Manager Global Sustainability at ABS, for skilfully guiding the discussions during the seminar. His effective moderation ensured a productive exchange of ideas and insights among industry experts.

In the current challenging era, aiming reduction of the greenhouse gas emissions, Ms Chatzimichailoglou commented that the "Shipping companies face a challenging era and work intensively towards meeting IMO's target for a 20% emissions reduction (compared to 2008) by 2030 and achieve zero emissions by 2050. They set their immediate, medium and long-term goals depending on their mentality, vision, mission and type, age and trade of vessels. There is still much uncertainty around new hull and engine designs, carbon capture options, alternative fuels' options and availability without compromising health and safety. However, what is clear and certain is the importance of the human factor for the success of this long journey both in terms of shore-based personnel's education, knowledge, talent and training as well as with respect to ship-based personnel's well-being and safety onboard."

"Another certainty", she added, is "The need for cooperation and collaboration across the industry which require strong international regulatory frameworks in place at an early stage to set the pace of energy transition." The maritime industry aims to reduce carbon emissions in



shipping for sustainability. The importance of people in driving successful transformations is crucial.

Maria Koukou said that "The maritime industry is committed to decarbonizing shipping for a more sustainable future, recognizing that people are key to successful transformations", adding that "As we chart a course towards greener practices, it is crucial to foster inclusive cultures, create engaging environments for a broader range of talent, offer flexible career paths that integrate new skills, and ensure equal development opportunities for everyone".

for the industry's progress. Our collaboration with Rightship with the Zero Harm program, along with the adoption of cross-industry sustainable best practices such as electrostatic application that reduces waste, overspray and enhances the health and safety conditions for workers, exemplifies this commitment. PPG continues to work with customers and industry pioneers on sustainable and next-generation solutions that will contribute to a more sustainable marine future. Our efforts are aligned with the industry's commitment to achieving a more sustainable future."



All panellists underscored the significance of adopting a comprehensive approach to achieve decarbonization in the maritime sector.

Aggeliki Tsolakidou counselled the need for a holistic approach. "The journey to decarbonization requires a holistic approach that includes technological innovations, staff training, and

The maritime industry recognizes the need for carbon emissions reduction and as Ariana Psomas emphasized, collaboration among stakeholders is crucial. "IMO's GHG reduction strategy, calls for a drastic reduction in carbon emissions. There is increasing importance of industry collaborations in fostering awareness and transparency on solutions that enable shipowners and operators to optimize their efficiency and meet these stringent decarbonization targets." She stated that "At PPG, sustainability, environmental responsibility, and industry partnerships form the cornerstone of our purpose and culture. We firmly believe that collaboration among industry stakeholders is crucial

collaboration with other entities. For the global 'port industry', it's a huge challenge but also a great opportunity for attracting sustainable investments on port infrastructure and creating well-trained workforce. Concluding, she stated that "In the Greek Port Industry" they "support that" their "Mission Is No Emissions. It's not just a phrase, it's a commitment."

We are grateful to everyone who participated in this event. Your support and engagement were crucial in making this seminar a truly impactful and inspiring gathering. Together, we are advancing towards a more sustainable future for the maritime industry.

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METAVASEA (*) is an ambitious five-year project aiming to train and upskill 1,500 seafarers, shipping professionals, and port workers in new fuels, digital awareness, sustainability and soft skills. It also seeks to boost the involvement of shipping companies and ports in maritime decarbonization initiatives, offer insights into shipping and community readiness for new fuels, identify region-specific opportunities, gaps, and challenges and raise climate awareness among 10,000 schoolchildren, 750 teachers and 2 million residents of the East Mediterranean, a climate change hot spot.

(*) *Metavasi is the Greek word for transition*

Record number of exhibitors, packed conference programme...Posidonia's 28th edition welcomes global maritime community to Greece

In the presence of Greek Prime Minister Kyriakos Mitsotakis, Greek and international ministers, European officials and presidents of numerous international shipping organisations, Posidonia 2024 was officially inaugurated on 3 June 2024 during a ceremony at the Athens Metropolitan Expo. Mumbai-based international publication TradeMaker magazine was officially associated with the mega event.

Posidonia 2024 is expected to generate around €80 million revenue for the Greek economy — mainly for the hospitality, MICE, transportation and F&B sectors.

Addressing representatives of Greek and international media as well as more than 800 senior leaders from the global maritime community who attended the opening ceremony, the **Greek Prime Minister** said: "There is no doubt that the field that you lead is facing changes that will determine the future or maritime transport. I want you to know that I will stand by your side in every battle that the Greek shipping industry will fight in order to enhance this value chain, which is centred on our country: from the green transition to safe ports and from the rejuvenation of Greek shipyards, to the infusion of our workforce with the skills that developments impel."

And he added: "At a time when Europe is seeking to define the concept of strategic autonomy, the time has come for it to understand that shipping, European shipping, Greek shipping which constitutes the most significant force within European shipping, will play a crucial role in this strategic autonomy."

On her part, **Melina Travlos, President of the Union of Greek Shipowners** said: "Shipping is the backbone of humanity. It guarantees the survival, the subsistence, and the prosperity of the global community under any circumstances. A reality that has been so for millennia, but without true recognition of its profoundness and significance."

She added: "Posidonia fosters the dialogue and the exchange of views, it generates business opportunities, and presents innovations and proposals that respond to the current situation and the demands of the global shipping community."



On behalf of the organisers, **Theodore Vokos, Managing Director, Posidonia Exhibitions S.A.**, said: "We often refer to the achievements of our industry as 'the miracle of Greek shipping'. It is tempting to do so when one tries to understand how a small nation of 12 million people can be home to the largest and most modern fleet in the world — over six thousand ocean going vessels, tankers, container ships, bulk carriers, and others, trading around the globe and keeping the world economy ticking."

"This 'miracle' originates in our country's seafaring traditions, going back thousands of years, utilising the flexibility of the Greek family business and allowing innovation to grow while looking at a world without borders."

He added: "As organisers of Posidonia, we are proud that through our exhibition, the sporting and social events and the many conferences and seminars, we are showcasing the achievements of shipping and the benefits it brings to Greece and to the wider world."

Posidonia is the first exhibition in Greece to receive ISO certification as a sustainable event, underscoring the organisers' commitment to minimising environmental impact and maximising economic benefits for the local economy and businesses.

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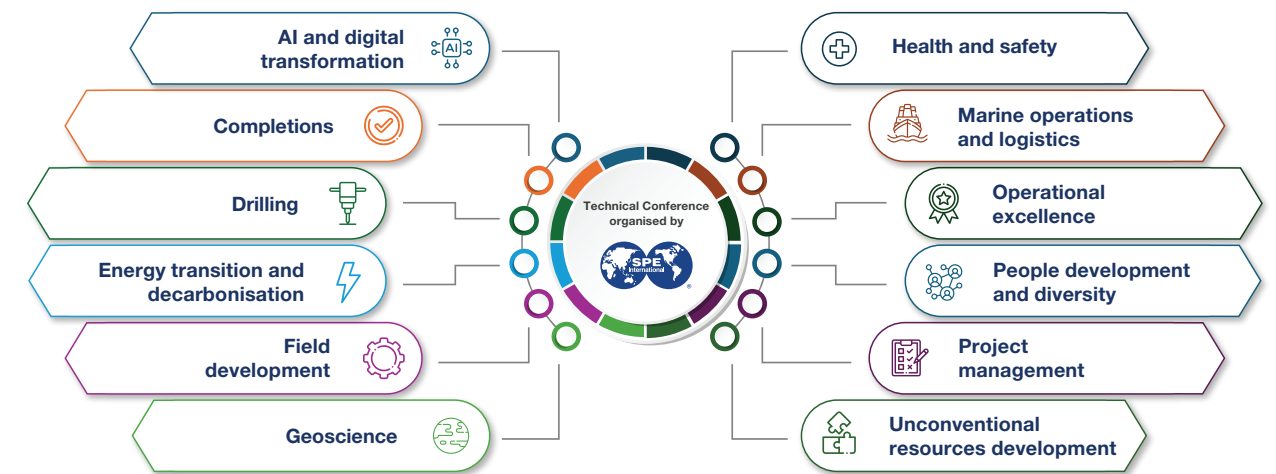


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Driving Maritime Transition

Themed ‘SMM – driving the maritime transition’, the 31st SMM, from 3-6 September 2024 at Hamburg Messe, will focus on the maritime energy transition and digital transformation. An attractive conference programme and a wide range of networking opportunities will supplement the exhibition. For the first time, the conferences will take place on open stages inside the exhibition halls — free of charge, and accessible to all fair visitors. Mumbai-based international publication TradeMaker magazine is the media partner of the mega event.

Four days, every two years, the Shipbuilding, Machinery and Marine Technology trade fair (SMM), takes place in Hamburg, Germany. The leading international trade fair for the maritime industry brings together decision-makers and industry professionals from all sectors. Its impressive key figures possibly make it the #1 platform for initiating and expanding business relationships and dialogue on current topics.

Apart from current geopolitical challenges, the agenda of the global flagship fair, covering the entire value chain of the maritime industry on 90,000 m² in twelve exhibition halls, will focus on the decarbonisation of ships, Artificial Intelligence (AI), and the recruitment of young talent. With these topics, SMM spells out key priorities for the future of the shipping sector.

Aiming for carbon neutrality by 2050, driving digital change, coping with volatile global supply chains and a shaky geopolitical situation: These are challenging times for the maritime industry. “The sector can only tackle these difficulties by working together closely,” said Claus Ulrich Selbach, Business Unit Director – Maritime and Technology Fairs at Hamburg Messe und Congress during the press conference at Posidonia in Athens. “At SMM we offer shipowners, suppliers and shipyards an optimal platform for their joint efforts to develop feasible technology solutions that address the pressing challenges of our time. The enormous interest from exhibitors and visitors alike tells us that there is a tremendous need for communication.”

Dual-use technologies as innovation drivers

Amid numerous international conflicts, the importance of military operational readiness has moved into focus. Many countries are modernising their fleets. At SMM, navies and coast guards can find the right cooperation partners and benefit from innovations carried over from civilian shipping. Exhibitors such as NVL Group, MTU or Kongsberg supply state-of-the-art solutions that can be used in both segments.



Claus Ulrich Selbach

The green transition: a major international effort

The industry’s current drive to decarbonise is a race against time. The core challenge is to provide sufficient amounts of alternative fuels — such as green hydrogen, methanol or ammonia — while creating the required distribution infrastructure. Companies specialising in these clean technologies and their derivatives will be assigned an exhibition area of their own in Hall A2, called the Future Fuel Area. Against this background, Hauke Schlegel, Managing Director VDMA Marine Equipment and Systems, stresses that SMM is an important interface between European technology leaders and major Asian shipyards: “International cooperation is essential; it enables shipowners around the world to tackle huge technological challenges in fleet renewal and maintenance in a manner that is tailored to their needs, timely and economically feasible.” This year there is especially strong interest from China, Korea and Japan, the three leading shipbuilding nations: Every tenth exhibitor is based in Asia.

Greece with strong presence

Other nations are represented in growing numbers again. For example, Greece, the world’s foremost

shipowning country, is doubling its participation: the Greek national pavilion will cover nearly 800 square metres (compared with 400 square metres in 2028). One of the 35 organisations showcasing their products at the pavilion is the association of Hellenic Marine Equipment Manufacturers & Exporters (HEMEXPO): “As an association, our goal is to continue to ensure that leading Greek marine equipment manufacturers build lasting international and local partnerships, and that the collective strength and innovation of our suppliers is at the forefront of owner and yard thinking”, said HEMEXPO President Eleni Polychronopoulou.

Artificial Intelligence

All in all, SMM is expecting more than 2,000 exhibitors and 40,000 participants from 120 countries. In the opinion of SMM organiser Selbach, the main reason behind the unbroken popularity of the leading international maritime trade fair is clear: “Companies know that exhibiting here gives them exceptional visibility; and they appreciate the fact that as organisers of this fair we are good at anticipating new trends. This

year’s event proves it once again: Seeing the rapidly growing importance of smart innovations, SMM is providing a section specifically dedicated to Artificial Intelligence for the first time.” At the AI CENTER, start-up companies will highlight AI-based technologies and projects for the maritime industry (Hall B6).

Spotlight on young talents

The maritime industry believes its innovation-focused, green mindset will attract young talent it urgently needs. To support the sector’s recruiting efforts, SMM 2024 is putting the spotlight on this topic. For the first time, the Maritime Career Market will take place on two days (5-6 September, Hall B2). The career platform combines training and job offers with rewarding networking events. In addition, young talents will be able to gain some practical insights into the maritime professional world at the Career Forum on 6 September. “This SMM job initiative is an important contribution to securing the future of the maritime industry,” says Selbach.

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Midnight Creatives

nishit@midnightcreatives.com / midnightcreatives@gmail.com • +91-9702023276 / 9773823276
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On 4 June 2024 evening, the WISTA Hellas team organised an impressive reception at the Athens Marriott Hotel. The event was graced by numerous people from various sectors of the maritime domain. Mumbai-based international publication TradeMaker magazine was the exclusive media presence from India. Women's International Shipping & Trading Association (WISTA) Hellas is a non-profit association, established in Greece in 1993 for women at management level in the maritime, trade and logistics sectors. The

Association promotes diversity and empowerment of women. To achieve these objectives, WISTA Hellas works towards building a strong inclusive community, addressing the existing gender gap in leadership positions, facilitating the exchange of contacts and experiences, and promoting business relationships. It also supports continuing education as a means for professional development of its members and the younger generation.

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India's Maritime Heritage

Its Import & Consciousness

K.M. Pannikar quotes Khairuddin Barbarosa, who stated, "He who rules on the sea will shortly rule on the land also", to Sultan Suleiman, which neatly highlights the significance of the vast coastline that India embodies. He further declares that India never lost her independence until she lost the command of the sea in the first decade of the sixteenth century.

With over 7,516 km of coastline, the universe destined India to be a maritime nation. The end of the last glacial period around 10,000 years ago caused the weather to be warm, followed by a rise in sea level, due to which a journey through the ocean acquired momentum, resulting in the beginning of the world's greatest civilizations, including the Harappan Civilization. Excavations at Indus Valley sites revealed a trading dockyard, which was an engineering marvel by then. Lothal exhibited one of the world's first tidal docks, which traded precious gemstones, ivory and shells, to places as far as Egypt and Mesopotamia. The illustration of a mastless ship on a Harappan seal suggests the maritime connection of India with the ancient world.

The naval expeditions and oceanic travel to distant places have been mentioned in the ancient Indian scriptures including Rig Veda, Shatapatha Brahmana, etc. The Upanishads mention how Lord Varuna, the Lord of the Seas could be invoked by chanting 'Sam no Varunah', which was adopted as the motto of the contemporary Indian Navy. The Kingdom of Kalinga around 500 BCE was known for its trade of the best Indian elephants. About 20 Indian ports, including Bharuch, Sopara, Chaul, Kalyan and Muziris, as well as marketplaces and cities, are mentioned in the *Periplus of the Erythraean Sea*, a 2,000-year-old book that dates back to the time of Christ, creating the impression of a thriving hub of social interaction, manufacturing, and trade. The ivory statuette of 'Pompeii Lakshmi' — discovered in the ruins of Pompeii — highlights the peak of Indian trade undertaken via the ocean.

The Indian land is also known for the birth of the major religions of the world, namely Hinduism, Buddhism and Jainism. Not only did India have a maritime connection for goods, but the spread of Hinduism and Buddhism to countries of Southeast Asia was possible due to its maritime connection. The ancient Indian kingdoms such as Satavahana, Cholas, Cheras and Pandyas had a far more advanced maritime connection. The ship-mast coins of Satavahana King Yajnasri Satakami dating back to 167–196 CE provide insight into the prosperous maritime trade of the Satavahana

era. The golden age of the Gupta Empire owed their prosperity to the ocean, while the Cholas, Cheras and Pandyas had powerful maritime connections with the local rulers of Sumatra, Java, Thailand, Philippines, China, and the Malay Peninsula. From the words of Roman historian Pliny the Elder, who wrote in the first century CE, one can understand the weight of India's maritime trade. He penned that "Gold is flowing out of the Roman Empire due to excessive use of Indian goods", and went on to urge the people of the empire to limit the trade as it was causing an annual deficit due to imbalanced trade with India.

While everyone is aware of the fact that Arabs conquered Sindh in 712 AD, marking the first Islamic conquest of India, very few know that the Arabs first tried to enter the subcontinent through the ocean. The unsung hero Pulakeshi II, popularly known as Immadi Pulakeshi successfully repulsed the Arab-Islamic expedition in 636 AD. The episodes of Kunjali Marakkars who bravely resisted the Portuguese, fought a series of sea battles and drove them out of the Malabar coast, are remarkable in the maritime history of India. Long before India's anti-colonial movement began, Rani Abbakka Chowta bravely opposed Portuguese colonisation. She established alliances, commanded a guerilla force, and even assassinated the commander of the Portuguese fleet in order to oppose their repressive methods.

Chhatrapati Shivaji Maharaj, the founder of the Maratha Empire established the Maratha naval force. He repaired and constructed coastal forts, built dockyards at places like Kalyan, Panvel Chaul, etc, and ships known as *gurabs* and *gulbats*, and introduced innovative naval tactics against the Portuguese, British and Siddis, in the 17th century. In later times, Maratha Admiral Sarkhel Kanhoji Angre had emerged as a master of the Arabian Sea. The alliance between the last Peshwa and the British in the 19th century closed the gates of the oceanic voyages to Indians, where Indians lost their freedom of navigation. Hence the statement made by K.M. Pannikar that "India never lost her independence till she lost the command of the sea", holds weight.

So, while India had an imperious maritime past that it could justifiably claim and be proud of, our history books chose to blatantly ignore it. Possibly those who wrote our history post-Independence did not want us to realise the importance of control of the seas for India's destiny. India was an economic and intellectual leader

of the ancient and medieval worlds due to her mastery of the seas around her. Therefore, if we desire to re-attain the preeminent position once again, we need to

know and acknowledge our rich maritime heritage.

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Article contributed by Prachi Mali. Prachi is a Research Associate at the Maritime History Society (MHS) and holds a Master's degree in Archaeology. She's an avid learner, an enthusiastic trekker, a nature photographer, and a birdwatcher. Her major interest revolves around studying art history, tangible and intangible heritage, cultural and political threads of the ancient and medieval Indian histories. She also has an experience of teaching social science at schools, in secondary as well as higher secondary level.



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402, Royal Apartments, Panch Marg, Versova, Mumbai - 400061. India.
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