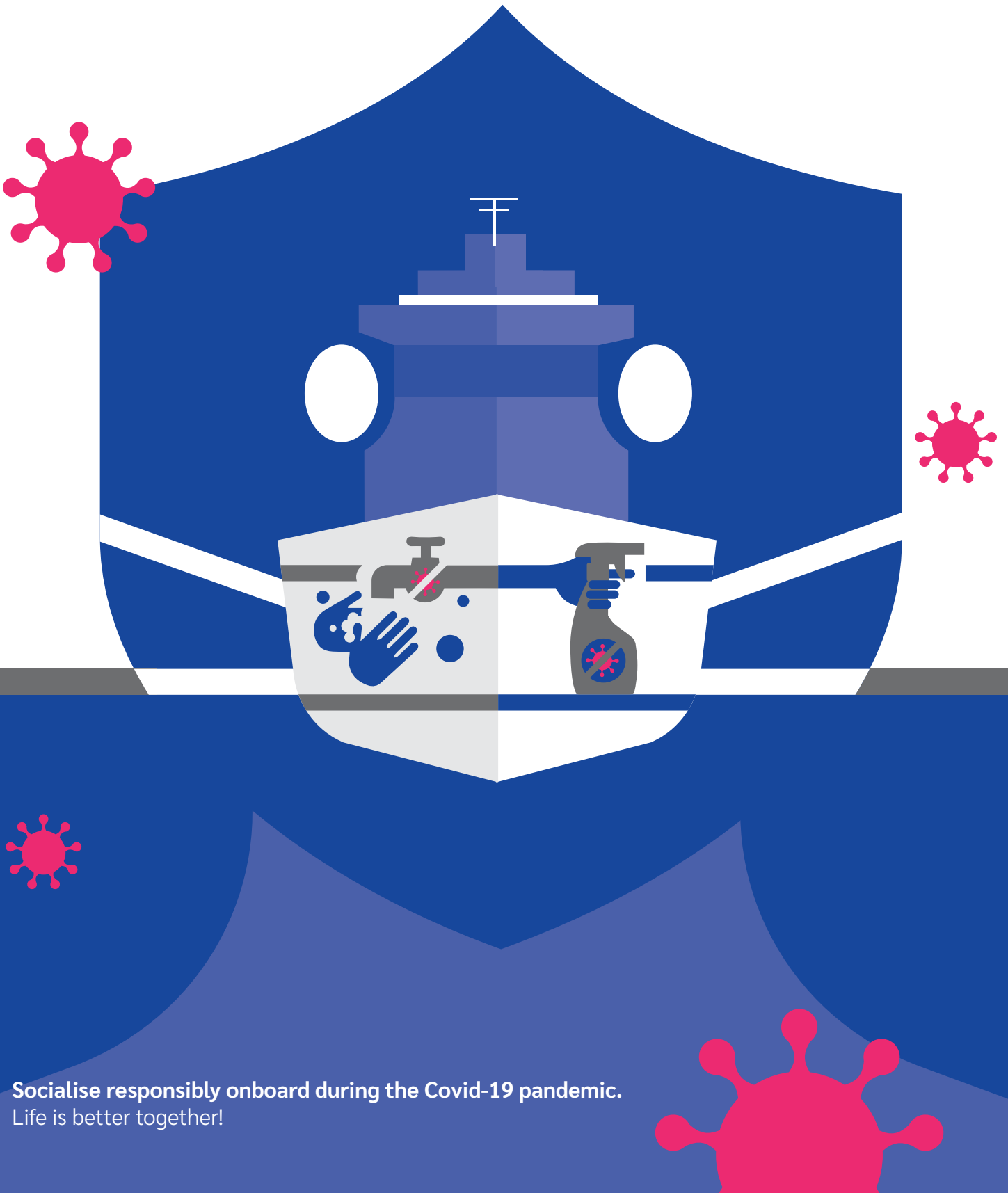


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customer centric and transparent manner



Capt. Purnendu Shorey – Co-founder; Offing Group & Editor

OFFING SPEAK

Dear Readers,

As unfortunate as the situation is, COVID 19 seems to have become the largest concern that mankind has faced in a while, but if one were to look at the silver lining - this is also the best time for introspection and seeking a better tomorrow for generations to come.

Webinars, Online Education and use of other technology have grown at an unprecedented speed over the last few months & Work from Home that was once considered a luxury, has become the new normal.

Takes us back to the famous quote **“Change is the only constant”**

The Maritime Industry has stood strong in these difficult times and our seafarers have not only attained the position of being key workers but also exhibited superior professionalism in ensuring that the needs of nations and in-fact entire mankind has been met without any delays or inconvenience. I cannot thank our seafarers enough and sincerely wish them safe returns to their families and continuing employment for the ones who need to get back on board.

Ensuring good health (with an emphasis on mental health) is the fore runner for our attention in these difficult times. What started & was viewed by some as fun and games, when we started NAUGHTICA (the largest annual inter-college festival of maritime education) in 2016, seems to have become a way forward in understanding, that the life of a seafarer is incomplete without giving him/her the opportunity to exercise their personal hobbies and talents.

We are glad to note the number of online competitions that various shipping companies have held for their seafarers over the past few months and hope that this continues in the future. In fact, our section on **Talent Echo** is based on the same lines, promoting a hobby of a seafarer which then turned into a parallel profession.

We are delighted to share, that, the **Standard P&I Club** has designed the cover page of this edition and also shared extremely valuable information in the **Health Echo** section. It is a new milestone for our humble publication to have one of the leading IG clubs associate with us.

The proper guidance and education of the next generation of maritime professionals is key to success of all futuristic developments in the industry. The launch of **Offing Marine Education & Career Guidance** is our commitment to doing our bit for the next generation. You may read about it in our section titled, **Sea Echo**.

We have also pledged to include a section titled **Youth Echo** in all our editions from now on. The purpose of this section is to promote the talent and views of the next generation of maritime professionals.

Safety is a symbol of our industry and we are happy to take you through the journey of Best Marine in our **Biz Echo** section of this edition. Vedam and AMET University add value to the sections of **Tech Echo** and **Edu Echo** respectively

I now sign off, leaving you with a pleasurable reading experience and wishing a safe passage to you, your families and colleagues through these challenging times.



Capt Anupam Raizada
Co-founder; Offing Group



Poornima Nair
Co- Editor & Strategic Alliances



Zehen
Guidance Co-ordinator
Offing Marine Education & Career Guidance

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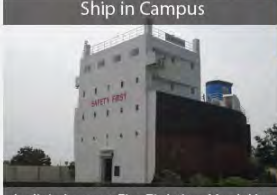
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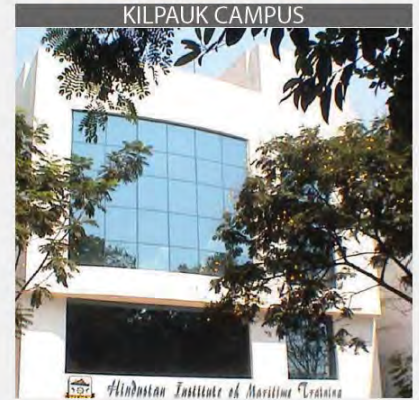
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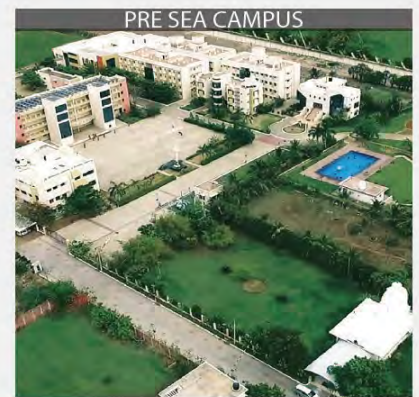


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Best Marine-

A Journey of 36 Years

If one were to ask a Mariner about his/ her earliest recollections of the first ever ship they boarded – you cannot miss out on the 'Safety Gear Kit' that was handed over to you. Terms such as Uniform, Boiler Suit and Safety Shoes very much become a part of the lives of Mariners. One such company that has been a part of the story of many Indian Mariners is 'Best Marine'. Capt.Purnendu Shorey from Offing took a trip down memory lane with the 'Young Blood' of the 4th generation of this company and we urge you to join us in their story

Offing:

Julie Andrews hummed these unforgettable words in the famous song Do Re Mi from the classic musical 'The Sound of Music'. The words were: Let's start at the very beginning, A very good place to start. So, let us start from the beginning of Best Marine

Best Marine –

Supplying uniforms to the Merchant navy was a business started by **my Great Grandfather in the year 1939**. Those were the days of Bombay Docks when he would get the apparel stitched at home and carry them for supply to P&O and BI ships (On a lighter note – those were non ISPS days!)

In 1954, our Grand father joined the business and introduced new products including curtains, sofa covers,



AT THE HELM

Mr Omer Madni , Mr Amin
Madni & Mr Shadab Madni

linen, safety shoes and boiler suits. When our father joined the business in 1984, technology in printing was in earlier days and that was when we were the first company to print logos of shipping companies on boiler suits

To summarise – the Best Marine brand is 36 years old, albeit the experience spans over 80 years

Offing

Now this is going to be a tricky question and maybe you need to ask your grand father for this answer – Which shipping company was the 1st to partner with your company in procuring Safety Gear?

Best Marine –

Actually this is quite an easy one and something none of our generations will ever forget. My grandfather formally launched the brand of Best Marine and the first companies he started supplying to were Mackinnon Mackenzie ,Scindia Steam Navigation & Iran-o-hind shipping.



OUR FIRST EVER SHOP

Offing:

36 years of family owned and managed business. I am sure that you have a few names of your team members who have been there throughout the journey. Let us thank them and tell our readers a bit about them

Best Marine –

Yes there are quite a few of them, we have been very lucky to have a loyal and long serving team. We have always managed to keep the attrition levels to the bare minimum, thanks to our excellent HR team, whom we are very proud of.

In fact, here I must mention this very special person who was associated with Best Marine since its inception - '**Jabbar Chacha**' as we would all address him. I remember him telling us very proudly “Beta I am the one who attended your grandfather’s wedding, your father’s wedding, and I am not going to retire without attending the weddings of you two brothers!” Luckily, he was present at both our weddings.

Unfortunately, we lost him just last year to a heart attack, while still being on duty. We are sure that his soul is at peace and he must be smiling at us from wherever he is even as we have this interview.



DOWN THE MEMORY LANE –
H. M . Hassan (Our grandfather) with
Capt . J . C . Anand

Offing:

Talking Business – How has the demand in terms of quality and new requirements of various clients (on the nature of their business) made Best Marine innovate and keep them challenged

Best Marine –

“Never Say Never” is our Mantra which has always kept us Innovative and Challenged.

We always believe in our customers and not only do we pay heed to customer feedback on products very seriously but we do our best to ensure that we meet their requirements. In this manner, as time goes by, we keep on improving our product line up with regular quality management and changes wherever required.

Offing:

Cost Vs Quality. This is always a debate and challenge, specially when markets have not done well. How has your company seen this and what has been your experience?

Best Marine –

Pricing is important, but in the long run, it's Quality that ensures customer loyalty to your brand. That's why quality is more important. If you establish the confidence of customers in your product range, you will win their loyalty.

Best Marine would prefer to lose business than to let our reputation go down – NO MATTER WHAT.



BEST MARINE WORKSHOP

Offing:

I have personally had the opportunity to visit your new age facility at Neral (Foot Hills of Matheran) and we would like our readers to know a little bit more about same.

Best Marine –

We are thankful that you were able to spare time from your busy schedule and gave us the opportunity to arrange a factory tour specially for you.

Best Marine crafts and designs equipment to provide maximum protection and comfort while at work. This is achieved by the continuous effort of our Factory Team (Mostly Women).

Spread over an area of 15000 sq.ft, the infrastructure constitutes of multiple divisions using advanced technical processes. The factory is equipped with machinery that is constantly upgraded as per market standards to ensure the best quality product output. Well-defined systems and procedures constantly monitored by trained and dedicated personnel also ensure excellent results.

As part of our CSR Initiative, we ensure that worksite-based improvements have meaningful impact on worker livelihoods beyond the workplace. We train local village women / girls for 3 months and once they are ready, we give them the option to work with us.

Offing:

There is an old business school and then there is fresh blood. As youngsters who have to keep up with the standards set by your earlier generations & develop new business, what and where have you channelized the next few years of Best Marine?

Best Marine –

Quality and efficiency are equally important. We have planned to invest on the production and as much more automation that we can introduce. Technical textiles and specialist products such as Flame-retardant coveralls, Anti-Static coveralls and products for extreme climatic conditions are our latest range of products.

Offing:

Time for some fun trivia! Give us some stories that are funny and brought a smile to your face?

Best Marine –

There are many stories but once such incident comes to the top of my mind. This was when I just joined the business and was reporting to the Best Marine fort branch daily. I did not have much experience attending to customers as I was still in my learning stage (I'm infact learning even today). A Chief Officer visited our branch to collect his uniforms and I was attending to him at the counter. You know there are some people who are very particular about everything (he was one of them). He wanted a trial of all the uniforms he was going to get and we were happy to offer him the same. Everything went well with the fitting of the boilersuits, shirts and pants. The only problem was with the fitting of the Safety Shoes. He did not find the Safety Shoes comfortable on the left foot but it was fine on the right foot. I offered him 2 – 3 different pairs that he tried but he was still not comfortable. Now out of some frustration I said (unknowing of the consequences) :Sir it seems your left foot is bigger than your right foot". He raised his eyes with anger and started shouting "You mean I am handicapped? Your safety shoe might have some

manufacturing defect and you say there is a defect in ME ' – It was quite a scene and after a long 'sorry' session and 'tea' session, the situation was under control. As for the Safety shoes as you might wonder. Yes, he did take it along with him!

Offing:

This question is going to be answered by both of you If NOT working in your family business, what else would you be doing?

Best Marine –

To be very honest we never got the opportunity to think about it. Even during our college times, we would attend office after college daily and report to our Grandfather. So we never really got the time to think about doing anything else. That being said, we are very happy to be in the Family Business. No Complaints.

Offing:

Let us look into the crystal ball and where do you see your company in the next 10 years.

Best Marine –

I would not like to give an unrealistic answer by describing a situation that will be unlikely, however, one thing is sure to happen and that is – To Continue to be Industry Leaders and Set New Standards.

Shadab Ahmed Madni & Mohammed Oomer Madni are the 4th generation of the business – both being passionate about Best Marine and Cricket !



Enhancing Asset Value

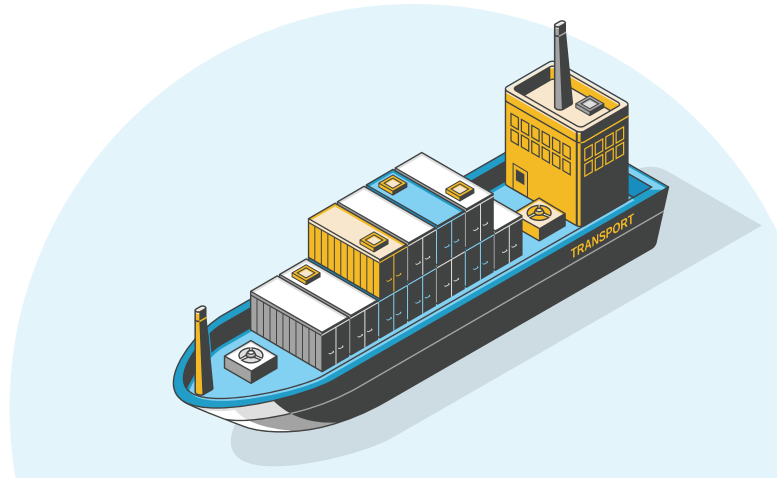
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Dual Fuel (LNG) Prospect for Coastal Ships



A. GENERAL

The global commoditisation of LNG has provided a solid base for the emergence of new LNG applications and markets. The key drivers for LNG/NG are environmental, economic and geopolitical. The environmental benefits of LNG in terms of CO₂, SO_x, NO_x and PM emissions are undisputed compared to conventional fossil fuels. Appended BP Annual- Energy report tells us LNG growth story so far. As could be seen, India is very close to the biggest reserve of NG and our consumption is nowhere close to world per capita average. Total known reserve of 198.8 TCM (as of 2019), at present perday consumption rate would last almost 50 years, which means NG as a primary energy source is at the threshold of a big consumption boost.

Amsterdam, illustrates a general sentiments towards future of LNG as a Fuel for short-coastal voyages. Will this be the sentiments of Indian ship Owners, cargo transporter and operators during next 3- 5 years??

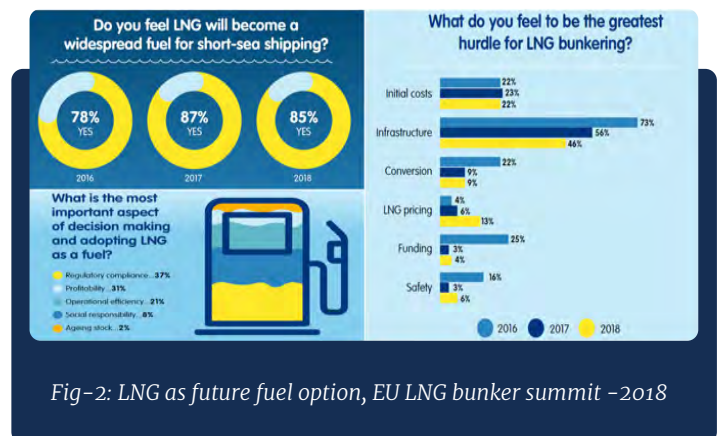


Fig-2: LNG as future fuel option, EU LNG bunker summit -2018

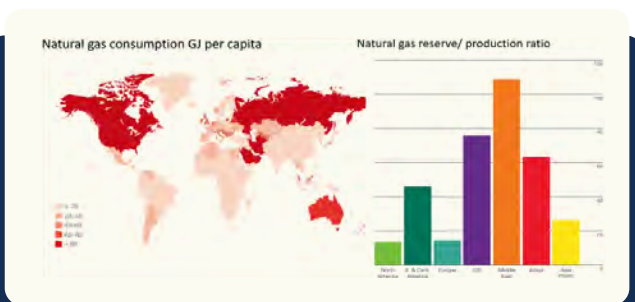


Fig-1 : NG Reserve & Consumption demand

B. CONDUCIVE SENTIMENTS

Small ships operating within a particular geographic region, on shorter voyages with frequent port calls because of their low energy demand and lesser storage requirement can be ideal candidates for new age alternative fuels. Following survey extracts of Jan 2018, LNG Bunker Summit,

C. PRICE COMPETITIVENESS:

Following is an illustration of historical fuel price comparison based on unit energy cost keeping Brent crude as benchmark. Interestingly LNG price in India due to its proximity to one of the biggest source (Qatar reserve) is always cheaper than European price, at least by \$2 per mmbtu.

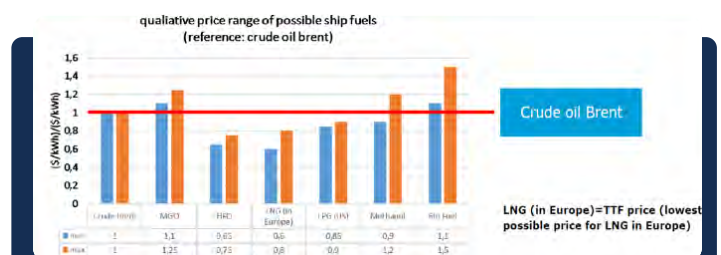


Fig-3: Current Fuel price comparison, ref. EU

D. SUITABLE ICE TECHNOLOGY

With development of advanced fuel injection strategies and associated technologies, Internal Combustion Engine is capable of burning any fuel with no or little loss in efficiency. The options are wide open for Alternative gaseous and liquid fuels. LNG, because of its abundance and well-established supply chain leads the pack as the most suitable alternative in terms of medium and long terms prospect.

Medium speed Engines of 1100 KW and above and using Otto cycle combustion process and low-pressure NG supply are under consideration whose combustion sequence is illustrated below.

Propulsion Engine manufacturers such as Wartsila, MAN, Hyundai-Hilmsen, Caterpillar, MTU, Yanmar, Diahatsu etc. have Four-stroke DF Engines power ranging from 1100 KW and upwards.



DUAL - FUEL (DF) Meets IMO Tier III

Fig-4: Dual Fuel combustion sequence Otto cycle

Propulsion Engine manufacturers such as Wartsila, MAN, Hyundai-Hilmsen, Caterpillar, MTU, Yanmar, Diahatsu etc. have Four-stroke DF Engines power ranging from 1100 KW and upwards.

E. INDIA SPECIFIC STORY

Let's examine some of the compelling factors why LNG/ NG has the potential to

be the most suitable alternative fuel for short-voyage coastal ships along Indian coast:

NG share as fuel (overall) in India is estimated to increase to 20-25% by 2030 from present share of 6.5-7%. LNG import infrastructure to reach 55 MMTPA by 2022.

India's proximity to the biggest (Middle East) reserve of natural gas creates inherent cost and price advantage. Once "Middle East to India Deep Water Pipeline" is implemented, cost of LNG on west coast India will be more competitive.

With increasing domestic consumption, new LNG terminals, storage facilities, availability of LNG bunker for coastal ships looks very real

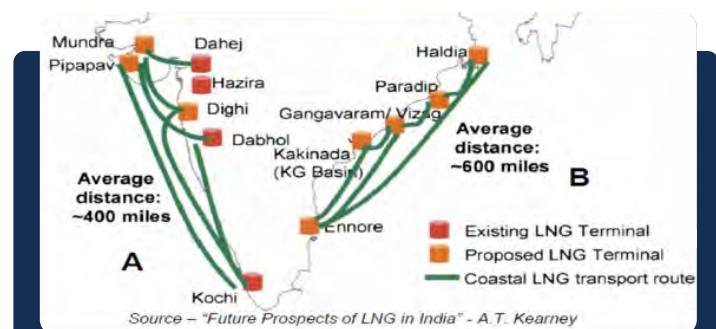


Fig-5: Indian coastal LNG distribution prospect

Other alternative fuel source such as Battery, zero-carbon fuels (H2, Ammonia) etc. are still far away in terms of Techno-commercial competence and efficiency.

Present day LNG price in India at USD 9-10 MMBtu is almost 50-60% cheaper than MDO and around 25-30% cheaper than LSHFO.

Fuel cost is generally 50-70% of total cost of Ownership for a typical coastal vessel Hence future LNG price and supply chain efficiency will decide the speed acceptance and conversion prospect.

Country	Period	Casual	Overseas	Total
India	2019	972	457	1429
India	2018	945	456	1401
India	2017	929	443	1372
USA	2016	31000		
EU	2016	11000		
China	2016	221000		

Fig-6: No of Indian coastal Vessels & comparison with others

India has 1000 vessels registered under Coastal & RSV regime. Incidentally 50% of these belong to Pre-NOx era (more than 20 years old). In our estimation these tonnages will be replaced during coming 5-7 years and those with Gross Propulsion Power of 1600 KW and above (Twin screw) will be the most suitable candidate for conversions to Dual fuel using LNG as primary fuel

As of 2019 India's share of domestic cargo transport by waterways is only 6-6.5%. Whereas countries like Japan, China and Brazil transports 42%, 21% and 24% respectively. Interestingly share of Roadways is 55% at 3 times cost of waterways.

LNG fuel Technology such as Engine, storage, Fuel gas supply system, containment, bunkering etc. are very well established and most of these suppliers are from EU, Japan & S Korea.

With high labor cost, China may not remain competitive in high tech, equipment oriented small ship construction in near future, which Indian yard can take advantage of (as part of make in India initiative)

Any Coastal vessel of 5000 dwt and above can be built with LNG ready concept. In fact, existing vessels of 5-7 years age can be explored for possible conversion, which we see as very much feasible.

As per certain European & Chinese research papers, Capex of new built 5000-7000 dwt vessel with DF Engine and LNG fuel system estimated to be 20-30% higher than a similar vessel burning MDO for propulsion purpose. But with a price differential of > 60% (if maintained) the payback period could be anywhere between 5-8 years based on ship type.

The prospect of producing LNG using renewable source (solar and wind energy) along with Bio or Synthetic methane can make LNG a truly carbon-neutral fuel (94-95%)

Off late NG as an environmental efficient is creating huge interest for coastal operators in USA, Japan, China and EU. If Indian coast is declared as an ECA zone, then the demand for LNG fuel will be tremendous.

H. CASE STUDY

Since last two years Vedam has carried out studies towards feasibility of using LNG as the alternative fuel for Coastal and RSV Vessels. During this process, data were collected from various Technical forums, Seminars, case studies, Building yards, DF Engine manufacturers, DF equipment manufacturers along with regulatory and Classification requirements.

Above inputs are evaluated and broad-Specification is created for future-ready Coastal/RSV Vessels with Dual-fuel Propulsion Engines having LNG as primary fuel. The entire concept is intentionally kept broad & dynamic to be optimized and tailor made based on Owner's specific commercial and operational requirement. NG related equipment and systems e.g. propulsion machinery, LNG fuel storage tanks, Fuel gas handling system, gas detection & ventilation, safety & controls, bunkering etc. can be standardized in order to keep good control over cost.

Operational area/ Regulatory	Coastal/ RSV/ IV Vessel (registered under MS class)
Type under consideration	Bulk/ Tanker/ Ro-Pax/passenger Ferry/Dedicated Cement Carrier/ Container Feeder
Deadweight range	6000-10000 dwt
Length Range	100-125 M
Speed @85% MCR	9-10 Kn /(14-15 Kn for Ro-pax & Container)
Beam range	16-22 M
Draft range	4.5—6.5 M
Prop. Power range	2X 1100- 2X1800 KW
Engine type	4 Stroke, Dual Fuel (LNG) with or Without PTO
Propulsion	CPP with Rudder/ Electric Steerable
Compliment	12-16

Fig-7: Broad specification of LNG fuel Coastal vessel

For a quick reference, a conceptual GA of an RSV-4 Bulk Carrier with DF engine, CPP and Type 'C' LNG storage tank. The same design concept of hull profile & configuration can be expanded further for similar size Tanker, Container or

dedicated Cement Carrier. Storage tank location, capacity, number along with location of FGSS which are the next most critical design elements, to be specifically evaluated based on voyage and bunker frequency, case by case.

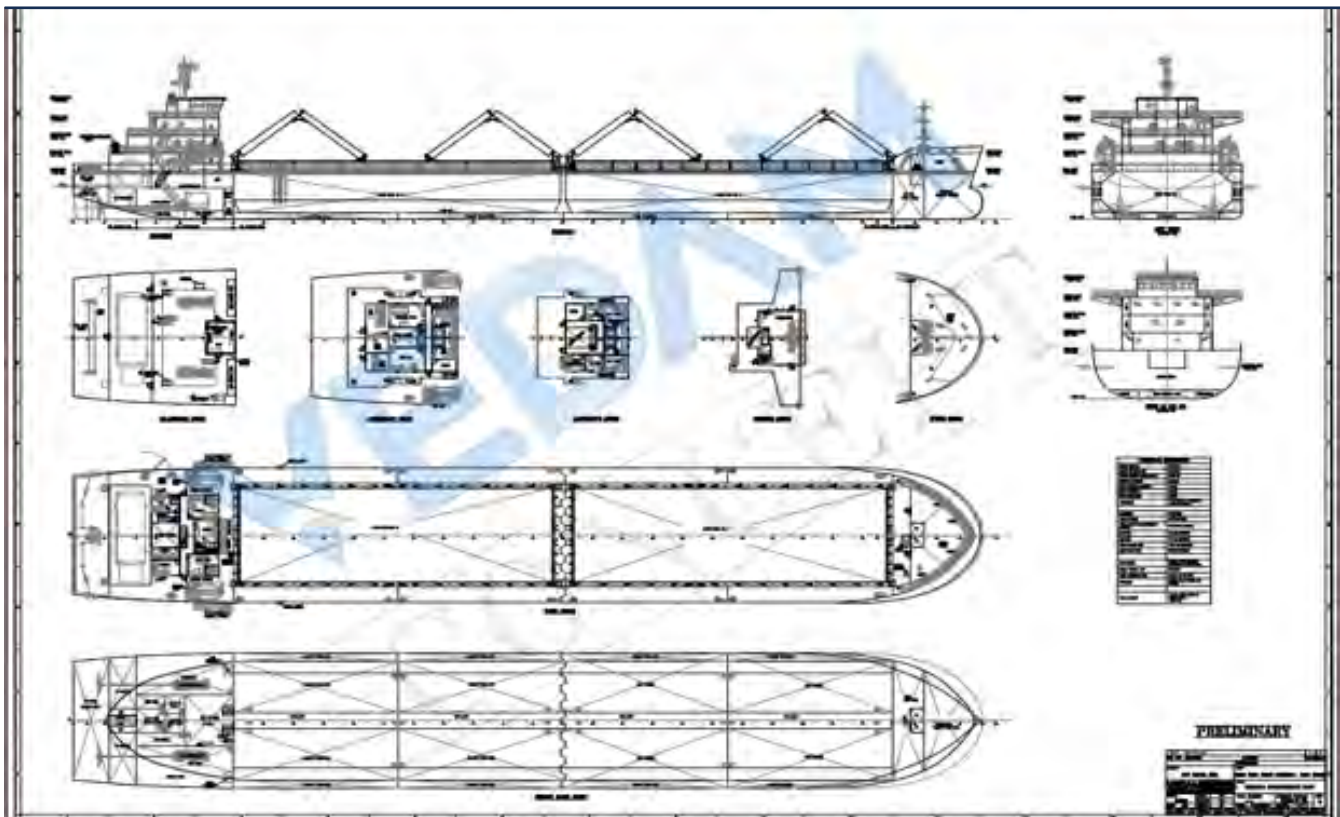


Fig-8: LNG Fueled 8000 dwt/ 5000 GT DF vessel: Concept GA

“LNG-READY VESSEL CONCEPT”

1. A concept design is prepared with DF engine CPP/ Azimuth propulsion/ Steerable Electric propulsion system, storage tank/s location, FGSS & GUV location, piping lay-out, bunker station, ventilation & safety feature etc. along with respective risk assessment.
2. AIP (Concept Design Review) by designated Class
3. Development of Basic design (Hull, machinery, equipment, safety etc.)
4. Submission to Class for review and receipt of “Statement of Compliance” (General Design Review)
5. Detail Design, Approval & Installation. (Constructed without installation of LNG plant or related equipment)
6. Test & trial and receipt of Class & Statutory certificates (LNG ready)
7. Operates with LSHFO (180cst/ 380cst) phase-1 till adequate LNG bunkering support is available
8. Once LNG supply logistics established. vessel goes to yard and install all LNG equipment, control & safety system. Engine connected to NG supply. Necessary Test & trial carried for DF mode operation- Phase-2
9. Vessel operates with NG+MDO/ IFO mode and complies with Sox, NOx & PM requirement (IMO-Tier-III)

Dual Fuel Engine (NG+MDO/IFO) with CPP

Phase 1

- DF propulsion Engine
- Shafting system with GB
- CPP & associated systems
- IFO system with tanks
- Space for LNG plant as per design

Phase 2

- LNG Pac (including all fittings)
- Pipelines and fittings on DF engine
- Gas valve units
- Bunkering station
- Control system
- Gas detection, ventilation and safety system

Fig-9: Phase implementation description

Diagram-9 illustrates the two-phase concept. Construction process is envisaged in such a way that at the end of phase-1 the said vessel will be operation-ready with all her trading certificates. Owners has the choice to opt for either IFO (LSHFO) or MDO as the primary fuel for the DF Engine during Phase-1. Thereafter based on economic and commercial convenience of the vessel Owners and availability of LNG bunkering facilities, Phase-2 is undertaken coinciding with subsequent scheduled dry-docking.



Lalatendu Acharya, Director, Technical, Vedam

A Marine Engineer with 30 plus years of experience, involving on-board and shore-based Operation, Classification & Statutory surveys, Various system Audits, Project management, ship design etc. presently associated with Vedam, a well-known Ship-Design and Consultancy company.

PMI (USA) trained, Project Manager

Qualified and trained Auditor towards

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- ISM Code (Safety Management system)
- ISPS Code. (Security management System)
- OHSAS-18001 (Occupational & health Management System)

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Seafarer Wellbeing

matters to Standard Club



Standard Club

Seafarer wellbeing has been a focal topic for Standard Club's Loss Prevention team, particularly in recent years, as the club notes an increasing number of 'people claims'. This indicates that there is clear upward trend of mental health related illnesses. A study into our statistics reveal that seafarer wellbeing is the common denominator of these claims, and the results of our study have culminated into a Standard Safety: Seafarer Wellbeing publication as well as a poster campaign.

We are heartened that Offing Echoes shares our perspective and is aligned with our vision of doing our part for the maritime industry in generating awareness on the importance of seafarer wellbeing and how seafarers can take care of themselves. Standard Club is pleased to share a different set of our posters, each focusing on a different element of seafarer wellbeing, in four editions of Offing Echoes within the Health Echo section. Before we delve into this edition's poster topic, let us share more about seafarer wellbeing.

What is seafarer wellbeing?

It is a holistic concept combining physical, mental, and social wellbeing. People often forget how mental and physical wellbeing are linked. If you don't feel good in your body, you are likely not going to feel good in mind which will affect your happiness. Additional stress, even if small and manageable in nature, will be amplified and can potentially spiral into bigger illnesses such as depression.

Why does seafarer wellbeing matter?

Wellbeing should matter to everyone because it is a condition of existence characterised by health, happiness, and prosperity. For seafarers this is especially important because their jobs require them to be at sea, forcing them to be physically away from family and friends for extended periods of time. This requires seafarers to be fit in body and healthy in mind to be able to balance the pressures at work and demands of home in order for them to enjoy a longevity in their careers.

Seafarer wellbeing should also matter for shipping companies, not solely from a humanitarian perspective, because it affects operational effectiveness as well. A physically unfit or unwell seafarer will become less able to carry out their job and they may fail to execute their duties in a safety critical situation. When a small cog in a big wheel fails, the entire machinery becomes faulty. For example, should a seafarer fail to keep a proper navigational watch because his or her mind is elsewhere, the ship risks running aground.

Alternatively, in the event a seafarer is seriously ill, the ship may have to divert significantly from the planned voyage to obtain treatment or to arrange for medical repatriation raking up exorbitant costs in the process. Therefore, depending on the seafarer's role on board the ship, a seafarer experiencing poor wellbeing may affect their ability to carry out their duties to varying degrees and this will detract from the operational effectiveness of the vessel.

What are the aspects of seafarer wellbeing?

PHYSICAL WELLBEING

Exercising regularly is important as it increases physical and mental stamina and is an immediate energy booster. One should strive to engage in at least 30 minutes of exercise a day to improve physical fitness and to provide a mental break from your daily routine. Aim to keep a realistic and attainable daily fitness goal: for example, walking 10,000 steps a day. This can be easily achieved by walking the length of the ship multiple times or taking the stairs instead of the elevator.

Calorie intake should also be observed. Avoid unhealthy foods that are high in sugar, salt, and saturated and trans fats. Make a conscious effort to not overeat; think twice when reaching for that second bowl of rice. Instead try to have a balanced diet, including more fruits and vegetables instead of carbohydrates. Tailor a healthy eating plan according to your needs and map your food intake within your daily calorie requirement.

MENTAL WELLBEING

International welfare organisations have reported an increase in the number of seafarers suffering from a variety of mental health issues, reflected in an increased volume of calls to their helplines. There is also a consensus that the

number of seafarer suicides has increased. The nature of seafaring such as long voyages, separation from family and friends, as well as increased pressures given leaner crew sizes can take a toll on even the most robust seafarer. Coupled with a lack of crew cohesion and a lack of shore leave, negative emotions and thoughts could arise. Fortunately, there are avenues that seafarers can turn to for help, such as hotlines available to any seafarer and their families which operate 24/7 globally.

More on physical and mental wellbeing will be shared in the subsequent issues of Offing Echoes. Stay tuned!

SOCIAL WELLBEING

Seeing the world and experiencing different cultures are top reasons quoted by seafarers when asked why they joined the maritime industry. However, by the very same token, an international crew could also bring about cultural differences which could potentially invoke gender and racial discrimination giving rise to harassment and bullying on board. Social cohesion is further eroded with improved internet connectivity on board. Seafarers are increasingly retreating into their cabins and keeping themselves occupied with books, music, films, and games on their smart devices instead of socialising with one another on board.

In this edition, we have decided to touch on the socialisation poster set. This is particularly relevant to current times as COVID-19 has exacerbated social isolation as seafarers are troubled about socialising with fellow crew on board through the fear of contracting the virus. However, it is our recommendation that,

should good safety precautions be observed and maintained in terms of hosting official visitors from shore, followed by the necessary cleaning and disinfecting after leaving port, seafarers should not refrain from socialising from one another on board, unless someone is showing symptoms. After all, offering a listening ear and having a fellow seafarer to confide in provides a great source of relief in difficult times like these.

No one knows when the battle with COVID-19 will end, but governments, corporations and international organisations are working together tirelessly to ensure that no one, including seafarers, is excluded from the global response. P&I clubs are here to support our members as all of us are dealing with the same issues. Working together will make

us stronger. Soon enough a new normal will prevail and we can look back at this and be proud of our resilience to have withstood these challenges.



Capt. Yves Vandeborn
Director of Loss Prevention

 www.standard-club.com

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 www.twitter.com/StandardPandi

The Standard Club Loss Prevention team's Seafarer Wellbeing poster campaign, which concluded earlier this year, has been shortlisted for the SAFETY4SEA Initiative Award!

"To be awarded to any organization or association that sparked, realized, or significantly contributed in any initiative fostering safer and sustainable shipping"

Cast a vote in Standard Club's favour if you feel their posters have contributed in fostering a safer and sustainable shipping environment!

Voting closes on Friday, 4th September 2020

All you have to do is:

1. Go to this link
<https://events.safety4sea.com/2020-safety4sea-awards/>

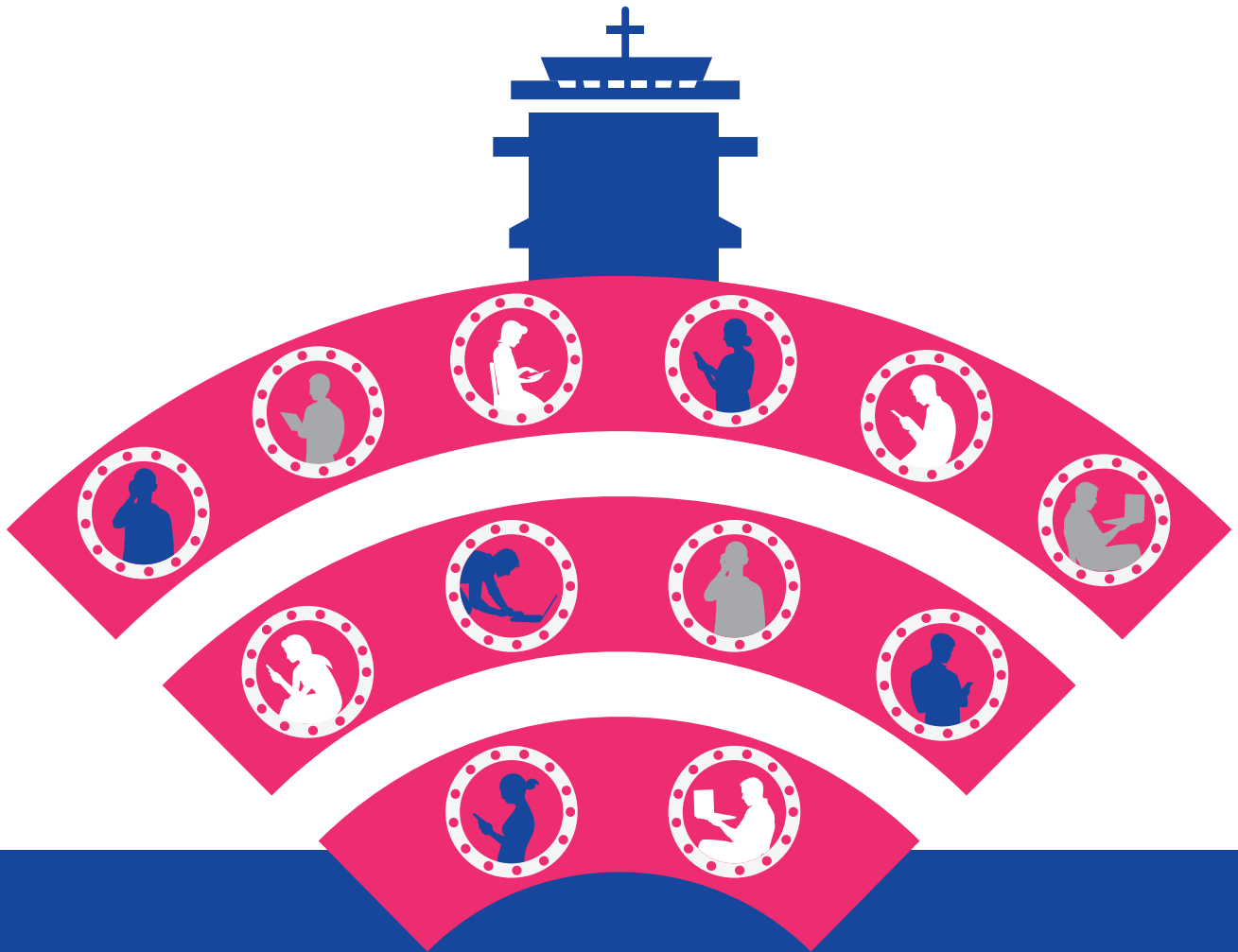
2. Scroll down to the section on **SAFETY4SEA Initiative Award**

3. Click on **"Start"**

4. Click on **"The Standard Club"** logo

5. Click on **"Continue"**

Socialisation onboard Risk isolation with wi-fi



Don't isolate yourself in your cabin. Share the rigours of life at sea with your fellow seafarers.



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The Fool Of The Family Goes To Sea?



This statement and many other versions have made the rounds of various informal desks and chats. We, at Offing take the below example to settle a part of these misbeliefs straight! Here is a chat with a young lad (19 years of age) that is worth a few minutes of your time

Offing:

Tell us little bit about yourself?

Gurleen Singh:

My name is Gurleen Singh. I was born in Punjab and brought up in Navi Mumbai. I am an alumnus of NSPI (Khadur Sahib) Punjab which is one of the best institutes for preparation of entry into prestigious armed forces. My father owns a company of cranes and construction. To speak of my education, I scored 85% marks in 10th grade and 80% marks in 12th grade. I am currently pursuing a Diploma in Nautical Science at Tolani Maritime Institute

Offing:

Please share your experience of giving the JEE Mains entrance exam

Gurleen Singh:

I was preparing for my exams related to the National Defence Academy when my teachers suggested that I

should consider appearing for the Joint Entrance Examination (JEE Mains), which is an engineering entrance examination conducted for admission to various engineering colleges in India.

With a preparation time of 2 months – I appeared for the exam on 09th Jan 2019. I attempted all 90 questions in the exam and secured 98.87 percentile with an all India ranking of 13056. My teachers guided me to pursue BTech in Computer Sciences and I managed to get a seat at the Indian Institute of Information Technology (IIIT) in Pune. But I had my own set of dreams!



Cadet Gurleen Singh

Offing:

Why did you choose to join the Merchant Navy after securing a seat at such a prestigious institution?

Gurleen Singh:

My first experience of a ship was at the age of 10 when I visited the port with my father and also started to witness loading/ unloading of containers. These giants of steel enamoured me from the very beginning. I see a profession in the merchant navy as a perfect combination of white and blue collared jobs. My uncle who is currently a 2nd engineer on ships is also instrumental in guiding me with a realistic picture of the industry

The reason for appearing the JEE was to take a reality check on my ability. I either wanted to join the armed forces or the merchant navy.

Offing:

What are your aspirations in life and what does success mean to you?

Gurleen Singh:

I aspire to work hard and be happy in whatever I do! Yes, financial success and the ability to take care of my family is of great importance, but I believe that it is necessary for one to be happy themselves to be able to spread happiness. I do aspire to travel to distant corners of the planet and explore all my capabilities. And if I can, I would like to positively influence my friends and break a few shackles connected with stereotyping various professions! Success to me is the ability to learn and give back to the society, also to provide a helping hand to those who may want to walk my path!



Gurleen with his proud parents

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- ⚓ DP Trials
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AMET - Producing Future Proof Seafarers



AMET
ACADEMY OF MARITIME EDUCATION AND TRAINING
DEEMED TO BE UNIVERSITY
(Under Section 3 of UGC Act 1956)



Academy of Maritime Education & Training or AMET University as it is popularly known, started more than a quarter century ago in midtown Chennai with 14 cadets in its first batch. Today, it has more than 3500 cadets across 16 disciplines in a new 10-acre campus on the ECR in Chennai's outskirts and getting ready for a 150-acre state-of-the-art campus in 2022.

Starting only with the Nautical Science HND batch in association with the University of Glasgow – Today, AMET offers courses in various disciplines covering the whole of the blue economy, a term used to describe anything of economic value to the country and based on the vast blue oceans.

Along the way, AMET also picked up the distinction of becoming the first “Deemed to be University” in the Maritime education field in India. AMET's courses today are certified and recognised by AICTE, UGC and based on the requirements specified by Director General of Shipping in India and are regularly audited by these authorities for quality and conformance.

Tradition is an important cornerstone of Maritime education- as the Greeks love to say - the seafarer should have a “feel” of the ship.

However, Shipping cannot be left untouched by technological advances and it is too late to react to technology when it is upon us. In accordance with this thinking, AMET has anticipated the need for more technology and data driven seafarers in a few years from now, with autonomous ships becoming a reality spurred on by rapid advances in Virtual Reality (VR), Augmented Reality (AR), Artificial Intelligence (AI), Machine Learning (ML) and Data Science. Accordingly, AMET has now introduced courses on AI, ML and Data Science in addition to the traditional papers taught in the Marine Engineering and Nautical Sciences.

It's important to mention here that AMET also has one of the most advanced Deck and Engine simulators available to the cadets for training on the campus itself. These cutting edge simulators are considered a very serious differentiator in honing the skills of AMET cadets. In fact, AMET runs a four-day course for each batch that passes out.

Another thing which has assumed great importance in recent times is the mental health of seafarers and we are

Article Authored By

proud to state that AMET has introduced Holistic Wellness Programmes in its training apart from organising awareness seminars on the emotional health of seafarers. A Counsellor is available full time on campus for students to talk to, in case they feel any kind of stress. The same counsellor is also regularly in touch with the HOD's to introduce elements of dealing with stress on board in the curriculum.

AMET also felt that acquiring skills and knowledge, though very important to life on the ship, were not sufficient by themselves and need to be supplemented by making cadets aware of the risks involved in the operations, ways to manage them and inculcating behaviours towards safety on board. Accordingly, we have introduced a course on Safety at Sea in the curriculum along with the other disciplines being taught and are striving towards full risk management training.

We all know how COVID 19 has hastened the shift towards online education and also brought forth the efficiency gains possible in some areas of the training by using online tools. AMET has also responded to the crisis by shifting a lot of the education online for this year and plans to keep some of the portions online for ready reference even in the future.

If the above has whetted your appetite - to know a little more detail about AMET, you would find details of the courses we offer and the relevant contact details in an advertisement in this issue of Offing Echoes.

But before we sign off, we must make mention of how happy we feel about an offering like this magazine and about Offing in general in terms of the value it has added in bringing together cadets and new entrants and aspirants to the seafaring field on a common platform like Naughtica and wish the Offing team a great future. We also thank the Offing team for providing us this chance to draw the readers' attention to our University and its offerings.



Mr. Anand Tripathi

is a Business Leader with **27 years** of diverse, cross-functional experience with specialization in HR, Business Development and Business Process Re-engineering and the Shipping, Logistics and Maritime domains. He is from DMET 84-88 batch and an MBA from IIFT and currently the Resident Director for AMET in Mumbai.



Mr. Mani G Ramachandran

is a DMET 84-88 batch pass out and has an MBA from Great Lakes Institute of Management (GLIM). He is a Marine engineer with more than 31 years of industry experience including 5 years with TCS, India's largest IT services company as IT and Business Strategy consultant. He is serving as Director Placements at AMET Chennai.

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There is hardly a day when I open my LinkedIn account and 'DO NOT' see a personal message (question) from an existing or an aspiring Maritime Professional with regards to either getting a job or what education should/can be pursued next! And of course, there are all these disappointing stories about seafarers (especially junior ranks) being made to suffer by unprofessional middlemen.

Further, there is too much evidence of a lot of 'on the job' training in various sections of the industry & companies spend excessive time and financial resources in training people 'from the scratch'. This should NOT be the case if the new entrants have some basic education before joining the industry

This story does not involve seagoing positions only – it goes beyond and is applicable to various sectors of the Maritime industry.



STEP 1

The first step I personally took was to surf the internet with these questions in mind & I must share that I was made to click on hundreds of links, leading (and sometimes misleading) me to information that was either scarce, not very relevant and in worse case scenarios – incorrect!

STEP 2

The second step was to carry out a survey with students in higher grades of schools with regards to their knowledge about the opportunities and various businesses of the Maritime Industry

STEP 3

The third step was to actually pick up the phone and speak to various aspirants (not just those who wanted to join sea, but also those who want to be connected to the Maritime Industry in some way or the other) and I was further disappointed to note that what a 'lacking' job we have done as an Industry to make ourselves and our opportunities known

The final step was to STOP searching and surveying & to DO something about this situation

That's the story of the
birth of our venture:

Offing Maritime Education & Career Guidance!

We have decided to use all Technology, including website, mobile app and other tools that are now available in order to 'reach out' and also 'be available' to the youth as well as existing maritime professionals.

There is a plethora of opportunities in the Industry and the current pandemic has certainly proved that the industry has the capability to not only withstand the roughest of weathers, but also evolve – thus enabling the world trade to keep moving.

Our dedicated team of professionals will cater to education guidance and career counselling with an aim to strengthening the knowledge of the professionals and easing the pressure on the stakeholders who employ them.

Our network of educational institutes and universities will include Indian and International options, catering right from the very basic to most advanced stages. The panel of counsellors includes experts in various fields of the industry and we intend to grow the same as we move forward

- CAPT. PURNENDU SHOREY,
Co- Founder Offing Group





“ About 90% of world trade is carried out by the international shipping industry ”

“ Without shipping, the import/export of affordable food and goods would not be possible - half the world would starve and the other half would freeze! ”

OUR NETWORK

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FOR MORE INFORMATION

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ABOUT OFFING

A company that works with leading Education and Opportunity providers in the Maritime Industry. The founders of the company are senior maritime professionals. Offing Group are the organisers of the largest Inter College Festival of Maritime Education called NAUGHTICA

www.naughtica.in

OUR TEAM



Capt. Purnendu Shorey
Master Mariner
Motivational Speaker & Guide



Capt Anupam Raizada
Master Mariner
MBA & MICS



Capt Amit Bhandari
Lifecoach /ICF, Counselor,
Subconscious mind expert,
REBT specialist



Zehen
Psych Hons &
Life Coach



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Asset Allocation

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Asset allocation is the foundation for building any investment portfolio. Different asset classes (e.g. Equity, Fixed Income, Gold, etc.) perform at different points in time. However, over a long period of time, an asset allocated portfolio is likely to outperform any single asset class.

Over and above, such portfolio would have the least volatility across a long time period compared with any other asset class.

Our experience has been that while investors enjoy the bull runs and rallies in equity markets, any inevitable bumps along the way causes pessimism and pain. Most of this happens as investors never invest according to their risk appetite and their financial goals for the investment. They mostly follow the herd mentality and end up taking impulsive calls. A good example of this situation is investors deploying money in euphoric phases when the markets rally extensively due to sentiment, irrespective of their risk appetite. Similarly they tend to fall prey to a negative bias and have a temptation to redeem during market troughs.

If we take a step back and try to understand this behaviour of investors, we notice how market sentiments have flipped from one extreme to the other due to Greed and Fear. They are two sides of the same coin and can radically affect an investor's sentiment. If these emotions are not understood, they can severely impact the decision making process. At such times investors get a reality check on their risk temperament.

We believe that writing down how one must behave in different market cycles while keeping an eye on the longer term objectives is probably the best way to ensure we stay invested through this journey of wealth creation, thereby avoiding impulsive decisions. One should not deviate from these objectives and stay the course so as to allow the value of their portfolios to truly blossom.

Investors should ensure that undue risk is discouraged and emotions are kept away while making investment decisions. Broad guidelines should be laid down with respect to asset class levels, managers, security level, credit and close-ended investment strategies. A measured and balanced approach will always ensure that an investor stays the course. Volatility can only be mitigated by following a disciplined asset allocation approach.

Historically, Equity has been viewed as a wealth creating asset class and debt and gold being inflation beating asset

classes. While equity offers superior returns in the long run, it also exposes one to certain volatility inherent to the nature of the asset class. Asset allocation enables you to maximize your return potential while reducing your risk.

Based on our research of an equi-weighted asset allocated portfolio (Equity, Fixed Income, Gold & Liquid funds) for last 15 years, the results show that there has been only 1 year in which the portfolio had given negative returns. This period coincided with the global financial crisis of 2008 where most of the markets were affected, especially equities. The study shows that there is clear merit in diversifying across different asset classes as it reduces dependency on single asset classes.

In our mind, while return certainly matters, so does risk. Based on risk taking appetite, one should decide on how

much money needs to be allocated to different asset classes. There are multiple factors that define your risk tolerance level such as investment horizon, liquidity needs, investment goals and so on. An investor with high risk tolerance may be willing to accept greater volatility in pursuit of generating higher potential returns and may allocate higher percentage of the portfolio towards equities. On the other hand, an investor with low risk tolerance may have to forego higher potential returns for a steadier and less volatile portfolio.

In conclusion, to smoothen the long term wealth creation journey, an investor should follow his/her Investment Charter, which would be tailor made according to the goals and risk averseness of the investor.



**ASHISH
SHANKAR**

Deputy Managing Director

Ashish Shanker is currently the Deputy Managing Director, at Motilal Oswal Private Wealth Management in Mumbai. His current responsibilities encompass managing family office mandates, products & research, financial planning and investment strategy for the wealth management business. This involves running the investment and product committee to formulate views across asset classes as well as evaluate products suitable for clients. He has been instrumental in evolving the proprietary 4C framework for selecting equity and fixed income managers in India. He is the author of the monthly research publication "Alpha Strategist". He appears regularly on leading business media channels to give his views on markets and investments. He has also authored several articles on investments, capital markets and economic outlook in several leading dailies and financial publications.

He has completed the Senior Leadership Program at Harvard Business School and is a HBS alumni. A business management graduate of the University of Bangalore in India, he began his capital markets career as a Research Executive for a leading regional brokerage firm. Subsequently he worked in the asset management industry for over six years and the last 12 years in advisory, research and product roles across wealth management platforms including as Head of investment advisory at Standard Chartered Private Bank and Senior Director at Sarasin Alpen, India. He has won several accolades during his stint at these organizations.

Outside of his professional duties, Ashish Shanker enjoys reading, playing table tennis and listening to music. He has represented Maharashtra and Bangalore University in table tennis at the highest level in the country and won several championships.

Know about Motilal Oswal

Motilal Oswal Private Wealth Management (MOPWM) is a part of Motilal Oswal Group – a brand that is trusted for knowledge based investing with a proven performance track record over 30 years. MOPWM was instituted in year 2007 to cater Corporates/ Institutions, High Net Worth and Ultra High Net worth Individuals.

We use knowledge to identify the right mix of Fund Managers across asset classes to ensure that you have winning portfolio. “The more we know, the more you win” hence our wealth managers are empowered with the

science and art of investing. In addition to these, you also experience new insights and ideas on wealth creation through our exclusive knowledge events. As of March 2020, we manage the wealth needs of over 3000 HNI families through a 200+ member team across 9 cities with assets under advisory of over Rs. 15,624 Crore.*

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Focus, Zoom, Click!



Vishwas Patwardhan was born to academic scholar parents, with a mother who was a teacher and a father who worked as an engineer for the Indian Railways which lead to him growing up and living in a variety of places like Mumbai, Assam, Pune, Uttar Pradesh and even as far as Iraq

Always being fond of photography and having it as a pet hobby, he started clicking away with his first camera, a Kodak Instamatic, back in 1981. The year 1994 was when he bought his first SLR. Having always being given good feedback about his photography, he was fuelled to further his interest in photography and take it up more seriously. He then went ahead and continued on his journey by working with a couple of photographers within Mumbai and Pune.

Fun fact – He even carried his professional camera on ships to be able to shoot gorgeous seascapes as well as stormy weather!

In the year 2000, He was the official photographer for the “Femina Miss India” pageant in the Pune Sector, following this he also completed a few assignments with names like Mercedes and Bacardi. He continued to work in the field of Fashion Photography by doing portfolios for both, aspiring and established models for almost two years but soon



Capt. Vishwas Patwardhan

realised that it was not his cup of tea and deemed it to be unreal for the kind of projects he really wanted to do.

Once this realisation hit, he shifted his focus to Nature and Wildlife photography where he found himself in a whole new space and realised he still had awhile before he could master this field. He then contacted and connected with Toehold in Bangalore which is an organization that specialises in nature and wildlife photography. He then went on to do a number of wildlife tours with them and described it as an enriching experience. He also worked on a few expeditions with Wildphoto – Norway to Antarctica and The Extreme North.



A SHOT FROM THE HIGH ARTIC

Apart from this, he has also had seven solo photography expeditions in Pune, namely – Nine Days in Kenya, Sun and Sea, Mountainscapes, Around the world, Feathers, Claws and Fangs, Antarctica and The Edge of the world.

Different from normal tourist excursions, he still takes specific photography expeditions. An example of this being his trip to Kamchatka in Russia, in August 2019. Kamchatka is a haven for wildlife photography as it is free from any roadways or railways that connect it to the outside world. A fun anecdote of this trip is how he describes his trip with 5 other photographers who were dropped off in the peninsula by a chopper that had a large congregation of brown bears! They went on to spend 4 full days to photograph and observe the bears as the bears

carried on their daily business of catching salmon, An exciting experience indeed.

While he still does conduct a few shoots for portfolios, his heart lies in wildlife and nature photography. He also has taken an initiative to conduct slideshows and talks through his photographs, in schools, hospitals and clubs in order to highlight the important issue of Global warming that our world is facing today.

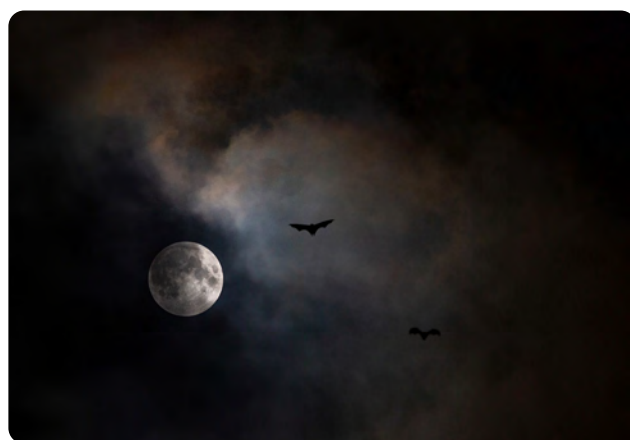
The lockdown hasn't managed to break his spirits or deter him from his passion of clicking, he has been effectively using his time to continue his photography from the confines of his own home and finds that he is always able to learn something new each time he picks up his camera. He shares his knowledge of the field by conducting basic and advance photography tuitions as well.



ROUGH SEAS



Solar Eclipse
21ST JUNE 2020



This Photograph was purchased by a
photography school in United Kingdom

With TS Rajendra as his alma matter & a career spanning 4 decades at sea – he finally hung his sea boots in 2018. He now continues to carry out onboard training and audits

Capt. Vishwas Patwardhan has always kept his family his top priority – and that, he claims as his biggest

achievement! His photographs are purchased by many and sold as far as the UK and USA

Truly an inspiring story filled with passion and love for the art of photography and sincere effort to master it!



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