Callidus News

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FONASBA

FEDERATION OF NATIONAL ASSOCIATION OF SHIP BROKERS & AGENTS (FONASBA) ANNUAL MEETING TO BE HELD IN DUBAI IN OCTOBER 2017

We are happy to inform you that Dubai Shipping Agents Association (DSAA) has won the bid to host the prestigious FONASBA Annual Meeting to be held in Dubai from the 15th to the 18th of October 2017. H. H. Sheikh Ahmed Bin Saeed Al Maktoum, has kindly extended his patronage for the said event.

The Federation of National Associations of Ship Brokers & Agents (FONASBA) is a global organization of shipping agents and ship brokers. Founded in 1969, the organization promotes fair and equitable practices and ensures that the needs of their members are heard and understood at all levels.

They have consultative status at the International Maritime Organisation (IMO), United Nations Conference on Trade and Development (UNCTAD) and World Customs Organisation (WCO). They also closely work with BIMCO, Intercargo and Intertanko.

As the region's premier commercial and logistics hub, Dubai attracts significant volumes of sea and air cargo, import and transit and passenger traffic. Consequently, the role of Shipping Agents and brokers become increasingly important in this key area of commerce.

Over 100 international delegates, along with their partners are expected to attend this meeting. Presentations on topics of interest and/or importance to those in the maritime community will be conducted. To make things interesting, the event will include visits to the port and other places of interest to the maritime sector.

This will be an excellent opportunity for International delegates and their partners to meet, network and exchange views with the local shipping community and for the local and regional maritime community to showcase its development and activities.

As always, Callidus extends its full support and congratulates DSAA with best wishes for the upcoming event.

Those who would like to participate or be a sponsor for this prestigious event are requested to contact Ms. Nayana Nandkumar of DSAA at dubaisaa@eim.ae or call on 00971-4-3453144.

For further details on FONASBA / DSAA, you may log on to www.fonasba.com

THOUGHT for the MONTH

"Purity, patience and perseverance are the three essentials to success, and above all, love"

-Swami Vivekananda

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Vessels to follow Ballast Water Management from September 2017

The International Convention for the Control and Management of Vessel's Ballast Water and Sediments (otherwise known as the BWM Convention or Ballast Water Management Convention) was adopted in 2004 to introduce the regulations to control the transfer of invasive species. It was decided that once the BWM Convention enters into force, the ballast water shall be treated before it is released, so that any micro-organisms or small species are killed and on September 08th, 2017, the Convention shall come into force.

For those who are unaware of what Ballast Water is, this is the water taken on board the Vessel for its stability and contains thousands of aquatic and marine plants and animals. These micro marine species are then carried on board from Port to Port, across the globe and released at the final destination thus destroying the marine eco system of that particular place.

Once this Convention enters into force, all the Vessels are required to manage the ballast water according to the ballast water management plan.

The convention, in detail, provides the Guidelines/requirement that a Vessel shall comply in order to assist the implementation of the convention.

Article 2 of the Convention provides for the general obligations to be undertaken by the Parties, to prevent, minimize and to fully eliminate the transfer of harmful aquatic organisms through the control and management of the Ballast Water and Sediments.

The parties to this Convention shall be very careful while carrying out the obligations so that it will not cause harm to the individuals, property or resource of other Countries.

The concerned Port and terminals that carry out the cleaning and / or repairing of the Ballast tanks should ensure that they have enough required facility for the reception of the sediments.

Further it is to be noted that under the regulation given in this Convention, all the Vessels are to conduct a ballast water exchange at least 200 nautical miles from the nearest land, and in water at least 200 meters deep. In case, if such exchange is not possible, then this shall be done as far as possible from the nearest land and/or at least 50 nautical miles from the nearest land and in water at least 200 meters in depth. No matter what method is accepted as alternative, it shall ensure the protection of the environment, health, property, and resources. This method shall also be approved by IMO's Marine Environment Protection Committee.

All the Vessels shall have a Ballast Water Management Plan approved by the Administration as mentioned in the Convention and shall take all necessary steps to implement the Ballast Water Management plan. A ballast water Record Book shall also be maintained on board to record the Ballast Water taken on board, how it is treated, and discharged into the sea. Further, in order to be approved by the Administration, the ballast water management system has to be tested in a land based facility & on board Vessels, to prove that they meet the performance standard as contained in the Convention. Once the system is approved, the Administration shall issue a certificate, which allows the ballast water management system to be used on board the Vessel.

Sea Changes in India's Financial Year cycle
– What caused the roar and what's the response.

It may come to everyone's surprise that the debate to shift the Financial Year (FY) has come up for consideration on more than one occasion in the last 150 years or so. In fact when in 1984 when the L K Jha committee was formed in order to consider migrating the FY cycle to the calendar year, the then Congress government decided against the recommendation on three primary grounds, one being that there would be minimal advantage from the change; second, that it would heavily disrupt the budget system; thirdly, that the changeover would affect require amendment to the tax laws the financial and budgeting procedures and related matters.

Many of us may also not be aware of the fact that prior to 1867 India followed a financial year that began on the 1st of May and ended on 30th April. Hence though the present move is certainly a break away from the British system, which established the April to March financial year cycle, in 1867; it is not the first time that the country has changed the financial cycle or deliberated on the same.

The present government was forced to consider a shift in the FY when they faced a bit of uncertainty and crisis in dealing with agricultural catastrophes in the preceding two financial years. Hence last year the central government constituted a high-level committee under former Chief Economic Advisor Shanker Acharya to examine "desirability and feasibility" of having a new financial year. The panel submitted its report to the Finance Minister in December. Though the report hasn't been made officially public, it is learnt from reliable sources that the panel favored a change in the FY aligned with the monsoon cycle and with the harvest seasons for Rabi and Kharif crops in India.

Besides this a NITI (National Institution for Transforming India) Aayog panel, a Government of India initiative, headed by its full time member, Bibek Debroy, also reportedly favoured the regime of shifting the financial year in accordance with the calendar year.

The pros as mooted by the government for the shift in the FY on the ground India being predominantly an agrarian society, it is most fitted that the annual budget is prepared immediately soon after the receipt of agricultural incomes for the year and in line with the cropping cycle. Further by the beginning of the year weather forecasts and predictions can be gauged and the administration can accordingly put aside funds to deal with floods or droughts accordingly.

India on adopting the new FY cycle will join the league of 156 nations that already follow the January to December FY system.

It is pertinent to note that about 70% of top 50 fortune 500 companies go by the calendar year assessment. Adopting the new cycle will streamline the process and be less cumbersome for Multi National Corporate (MNC) firms in India. At present most of these entities currently deal with two types of financial years here and at the parent country, a uniform structure will be a relief in efficiently managing their accounts.

Despite the highlighted factors skeptics have criticized the move as having more Cons than Pros. For instances, the recent revamp of taxing process with the GST (Goods and Services Tax) which is already in the pipe line, shifting of the FY within the same financial cycle will only add to chaos and confusion. Clearly, there is no urgency and with the GST facing implementation hassles the government should have held back on their announcement of shifting the FY commencing in January 2018.

Some question if the move has been thoroughly thought out, as pulling forward the next FY would in effect mean that the Budget presentation would be by November 2017 latest. The timing of the Parliamentary Sessions to sit and pass the Budget would also need to be preponed accordingly. Further there are also talks on merging the Railway Budget with the Finance Budget, as was recommended by the NITI Aayog.

Not all State also support the change, while Madhya Pradesh was the first to adopt the system, States like Maharashtra have argued that at a time when major structural changes are taking places within the state's financial system such as GST roll out and the merger of Plan and non-Plan expenditure, which are already consuming a lot of administrative time and manpower, add change into new the financial year may not be feasible at this juncture.

A change in financial year would require amendments in various statutes and changes in tax laws, which need to be enacted during the transitional period.

The corporate sector will be most affect as they will need to reorganizing the tax infrastructure which will also attract added reorganization cost to companies.

It is also to be noted that there will be significant one-time cost both for the government and the industry in order to make this transition.

All said and done, if the Central Government is able to efficiently manage their part of the bargain, which is having all the required taxing frameworks, procedures, enactments and budget passed within the limited time frame; shifting into the new FY starting on 1st January 2018, would be a breeze; however the full impact and materialization of the transition would be effective, only if all State Governments adopt the change, so that they are suitably aligned with the Centre's wave length and are prepared to meet challenge.

TIPS & HOT NEWS

10 Tips for More Effective PowerPoint Presentations (Continued from previous issue)

➢ **Think outside the screen**

Remember, the slides on the screen are only part of the presentation – and not the main part. Even though you're liable to be presenting in a darkened room, give some thought to your own presentation manner – how you hold yourself, what you wear, how you move around the room. You are the focus when you're presenting, no matter how interesting your slides are.

➢ **Have a hook**

Like the best writing, the best presentation shook their audiences early and then reel them in. Open with something surprising or intriguing, something that will get your audience to sit up and take notice. The most powerful hooks are often those that appeal directly to your audience's emotions – offer them something awesome or, if it's appropriate, scare the pants off of them. The rest of your presentation, then, will be effectively your promise to make the awesome thing happen, or the scary thing not happen.

➢ **Ask questions**

Questions arouse interest, pique curiosity, and engage audiences. So ask a lot of them. Build tension by posing a question and letting your audience stew a moment before moving to the next slide with the answer. Quiz their knowledge and then show them how little they know. If appropriate, engage in a little question-and-answer with your audience, with you asking the questions.

➢ **Modulate, modulate, modulate**

Especially when you've done a presentation before, it can be easy to fall into a drone, going on and on and on and on and on with only minimal changes to your inflection. Always speak as if you were speaking to a friend, not as if you are reading off of index cards (even if you are). If keeping up a lively and personable tone of voice is difficult for you when presenting, do a couple of practice run-throughs. If you still can't get it right and presentations are a big part of your job, take a public speaking course or join Toastmasters.

➢ **Break the rules.**

As with everything else, there are times when each of these rules – or any other rule you know – won't apply. If you know there's a good reason to break a rule, go ahead and do it. Rule breaking is perfectly acceptable behavior – it's ignoring the rules or breaking them because you just don't know any better that leads to shoddy boring presentations that lead to boredom.

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