

Internship Report
On
THE CONTRIBUTION OF WATER TRANSPORTATION INDUSTRY IN
BANGLADESH:
“THE CASE OF MADINA MARITIME LIMITED”



Inspiring Excellence



Submitted To:

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LETTER OF TRANSMITTAL

May 8th, 2017

Saif Hossain
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Subject: Submission of Internship Report.

Dear Sir,

This is to inform you with great pleasure that I have prepared my internship report on Madina Maritime Ltd. & its operation that you have assigned to me to mark the completion of my internship period in the company and to express my knowledge from the experience in writing. I have tried my level best to prepare an effective and creditable report.

The report contains a detailed study of the shipping business of Madina Maritime Ltd. I have made this report keeping in mind the technical aspects of the industry & provide detailed description of processes to make it convenient for anybody who might read it for reference.

Sincerely Yours,

Khadiza Khatun
Student ID – 14264049
MBA, BRAC University

ACKNOWLEDGEMENT

I would like to express my gratitude to all the personnel who were involved directly or indirectly in the preparation of this report. I apologize to the people whose name that I have not mentioned but their contribution is highly appreciated by me.

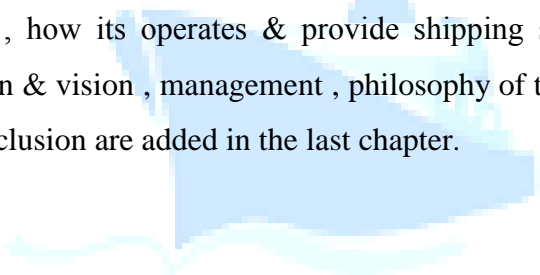
At first, I would like to pay my gratitude to my supervising teacher Saif Hossain Senior Lecturer, of BRAC Business School, BRAC University, for his guidelines and cordial cooperation in preparing this Report.

I acknowledge my indebtedness to Mr. Kamrul Hasan, Deputy General Manager, SBU's of Madina Maritime Ltd and Mr. Humayon Kabir, Manager (F& A) for their constant guidance and valuable suggestion from time to time. I would like to thank all the executives for their guidelines and cordial cooperation.

Finally, I would like to mention the wonderful working environment and group commitment of this organization that has enabled me a lot to deal with and observes the activities of a shipping company during my internship period.

EXECUTIVE SUMMARY

The internship program is the pre-requisite for the graduation in MBA. Classroom discussion alone cannot make a student perfect in handling the real business situation; therefore, it is an opportunity for the students to gather information about the professional work situation through this program. A report has to be built for the university and organization requirement. The topic of the report is “The contribution of water transportation industry in Bangladesh: The case of Madina Maritime Limited”. The main purpose of the report becomes very clear from the topic of the report. The report discusses the about Madina Group and one of its profitable concern “Madina Maritime Ltd” , how its operates & provide shipping service to its customers and generate profit, its mission & vision , management , philosophy of the Company. At end finding, recommendation and conclusion are added in the last chapter.



Madina Maritime

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INTRODUCTION

Bangladesh in total covers 143,570 square km, of which 9,000 square km consist of territorial waters.

Inland waterways cover approximately 7 percent of the country. Inland water transportation is dominated by private sector parties and accounts for 40 percent of total imports and exports to and from Bangladesh.

The cities of Chittagong and Mongla have large ports that are considered the main national ports, both handle sea cargo. Besides having large custom houses, Chittagong is the beating heart of the Bangladeshi economy, being responsible for 30 percent of Bangladeshi GDP. Inland water transportation of dense cargo via river ports is seen as the most suitable form of transportation because of its relatively low costs in comparison to transportation by road and rail. The Shipping arena has changed to one stop service and Madina got the scope with changing patterns of the trade & planning creates facilities to its customer and meets the market demands. It is also a demand of time to move with the requirements of national & international needs for the better future of business. Everyone likes to avoid hustle & waste of time for which intelligent one step service is getting unexpected preference in all sector of business specially shipping.

The business scope & area of Madina Maritime Ltd are increasing day by day and they are modifying their business ethics and adopt modern system to achieve success. With this end-in – view they are to recognize some their business units and form one new organization to play properly & impact effective role in all sector of their business.

BACKGROUND OF THE STUDY:

I have joined Madina Maritime Ltd a concern of Madina Group as an employee and prepared my internship report on Madina Maritime Ltd. This report covers the business process, operation of Madina Maritime Ltd. This report gives a narrative overview of Maritime situation in Bangladesh. However I tried to construct this report with the help of available information.

SIGNIFICANCE OF THE STUDY:

Knowledge and learning become perfect when it is associated with theory and practice. Theoretical knowledge gets its perfection with practical application. As our educational system predominantly text based, inclusion of practical orientation program, as an academic component is as exception to the norm. This Internship Report is an important partial requirement of MBA program. As the parties; educational institution and the organization substantially benefit from such a program, it seems a “win-win situation”. That is why practical orientation is a positive development in professional area. Recognizing the importance of practical experience, BRAC University has introduced a three months practical exposure as a part of the curriculum of MBA program. In such state of affairs the present aiming at analyzing the experience of practical orientation related to an appraisal of the Madina Maritime Ltd.

OBJECTIVE OF THE STUDY:

- To know the current scenario of Madina Maritime Limited in Bangladesh Maritime Industry;
- To know the challenges faced in operating maritime business in Bangladesh;
- To know how they coordinate their business.

METHODOLOGY OF THE STUDY:

An experimental research has been conducted in preparing this paper. Pure basic research approach has been used along with this where theoretical and practical studies have been incorporated. Data have been collected through face-to-face. Questionnaire has been used in gathering primary information from maritime participants.

Information has been used from different secondary sources – internet, Newspapers, annual reports, online and printed articles, journals and previous research papers on maritime sector. Opinions have been collected from experts and participants in the maritime sector, which have been very useful in analyzing the data and information and to reach a conclusion.

SCOPE OF THE STUDY:

This report covers Organizational overview, Management and Organizational Structure and major functional areas, Services. It also covers the present situation of maritime service, process of the operation, challenges for Madina Maritime Ltd, different function of different management team.

LIMITATION OF THE STUDY:

Though, I got whole-hearted co-operation and support from employees of Madina Maritime Ltd. the internship program I have faced a lot of problems to complete the report. In fact, in the short time it is not possible for me to know everything about the total sector.

Problems that I have faced for preparing this report are:

- I did not get up to date information about the sector.
- Time constraint is one of the major obstacles of finishing the project in a limited time.
- Some of the data and information are highly confidential for any company. For this reason, it could not disclose for obvious reasons, which could be very much useful.

MADINA GROUP – COMPANY BACKGROUND

Madina Group, a leading private sector business conglomerates in the country, commenced its business in the year of 1978 in the name of style of Madina Trading Corporation. Initially it was engaged in marketing of cement after purchasing from Indonesia, China, South Korea & other countries. It emerged as a private Limited Company in 1987.

From the very inception, the company need not to looks back. It diversified its business following a successful operation over the last two decades which resulted in of Madina Trading Corporation to take the shape of Madina Group. Each and Every business concern has proved a very successful in its respective areas.

Madina Group has become a well-known name in the business areas of the country. The group has been a significant contributor to the national exchequer. It provides the exchequer with more than Tk. 100 crore per annum. The group's turnover has been increasing every year. In 1999 its total turnover stood at about tk. 600 crore.

Continuously research, modernization of mechanism, improvement in the management efficiency and overall management vigilance ensuring both quality products and competitive price are some of the secrets of the Group's success.

Madina group is a decentralized, diversified group of industries with side spread activities across the country. It has its values, honesty, integrity, commitment to customer and the nation as a whole that Madina industries find very necessary for materializing the group's objectives. Madina Group also recognizes that maintaining the trust and confidence of employees, customers and other people with whom it does business as well as the community in which it work are vital for its continued growth and success.

Madina Group's SBU's

Madina Cement Industries Ltd. (Tiger Cement)	Madina Tarding Corporation	Madina Maritime Ltd.	Madina Developments Ltd	Madina Polymer & PolyFiber	Madina Petroleum Service
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Madina Maritime is delighted to introduce them as Madina Maritime Ltd. From a modest company to an international conglomerate, take a journey through their historic timeline to learn more about how Madina come to be, how they are today.

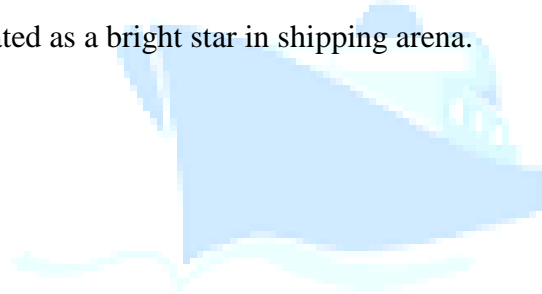
Madina Maritime Limited is a concern of Madina Group which is one of the leading companies in Bangladesh, with diversified interest in five operating divisions: Polymer Industries, Marine Services, Trading, and Cement Industries& Property Developer.

Their aim is to make a change in the field of maritime trade by offering state – of – the- art Transport and Logistic service and shipping activities as well as maintaining International Standards by “think globally work locally”.

Madina Maritime Ltd. Aim is to expand business in the field of maritime trade, Transportation, Logistics, and supply Chain Management through meeting international standards of best business practice. Throughout our journey, we want to make a significant improvement in maritime field by providing value added service to our clients as well as serving the community by offering education in shipping and port related services. Per decision of Madina Management,

Madina Maritime Ltd was established in the year 1999 with 4 nos small cargo vessel having capacity 2000 MT and gradually number of its fleet and services are increasing day by day. Capacity of Madina's fleet has increased tremendously and in the Year of 2017 its capacity comes to 23,000 MT. per year Madina Fleet handle about 1 million MT raw materials of cement Industries and have plan to make it double within next 5 years . Besides inland fleet Madina Maritime has 3 barges with 2 floating cranes and one heavy duty tug.

Madina Maritime Team members are committed to its management for the best and prompt services to its customers as well as extended their expertise to enhance its fleet and Madina Maritime Ltd will be treated as a bright star in shipping arena.



Madina Maritime

MADINA MARITIME LTD



Madina Maritime Limited (herein after referred as ‘MML’ or ‘the Company’ is engaged in maritime trades offering transport, logistic support throughout the water navigation channels and shipping activities mainly inside Bangladesh. Initially the Company was incorporated in the name of MTC shipping Lines Limited in 28 November, 1999. Since inception the Company belongs to ‘Madina Group’ that has a number of associate businesses concentrating in different industries. The group originally was engaged in trading business including cement and was incorporated as Madina Trading Corporation (MTC). However, the name of the Company had been changed to present one as Madina Maritime Ltd. MML owns twenty three cargo vessels, three barges, four cranes, two pay loader and two tugboats to provide smoothened service to its customers. Currently Madina Group concerns are the major clients taking logistics service from this Company.

Based on management prepared financial statements of 30 June 2016, MML’s reported net revenue was BDT 427.0 million and net profit after tax was BDT 81.6 million.

The business is a supporting one in Madina Group led by its entrepreneur Hajee Mohammed Selim which has holding trading, real estate, cold storage, shipping lines, and polymer and poly fiber industries. The Company’s holding in trading & shipping and poly fiber bag businesses is also supporting the cement business and have been progressing around the growth of cement business of the group.

Services:

- International Sea Freight Forwarding
- Multi country consolidation
- Custom formalities documentation and clearance
- Shipping Agency & representative
- Transportation & Clearance of project cargo
- Consultation and any other Shipping, Forwarding & Logistics related services



Stone is carried by Barge of MML

Madina Maritime Ltd 's Organ

Lighter Vessel
Owner (23
Lighter 4 Barge
in Operation)
Capacity -
MT

Madina
Shipyards &
Marine
Workshop
(Shipbuilding
Docking &
Repairing)

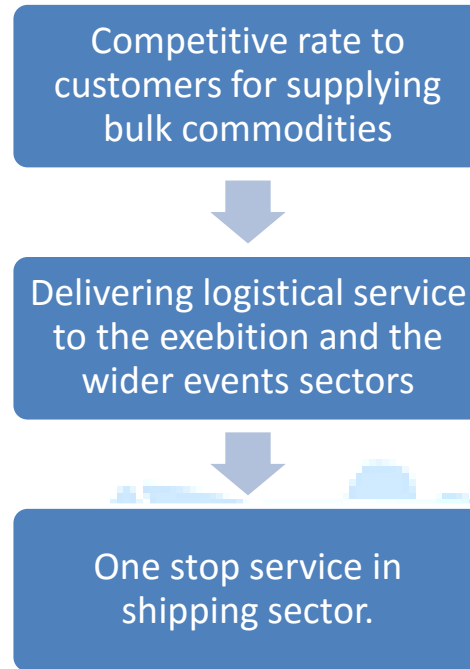
Madina Logistic
& Shipping
(Clearing &
Shipping agent)

Fleet
International
(Cargo
Handling
Operator)

Bismillah
Navigation
(Inland River
Carrier)

The organs of MML are a composite of ensuring one stop service. They maintain their value chain activities in performing their service of carrying, unloading, transporting cargo through using their sister concern.

Specialized service includes:



The Company at a Glance:

Particulars	Details
Name	Madina Maritime Ltd
Group Affiliation	Madina Group (Previously MTC)
Business Type	Maritime trades offering transport , logistic support throughout the water navigation channels and shipping activities
Authorized Capital	BDT 300.00 million
Transportation route	<ul style="list-style-type: none"> • Between Chittagong and Narayanganj • India and Narayanganj • Meghna to Payra Port

BUSINESS, OPERATION AND FINANCIAL OVERVIEW

Madina Maritime Limited generates revenue mainly by supporting cement Industries Limited (MCIL) through carrying raw materials like clinker, gypsum from Chittagong and fly ash from India to the unloading jetty of MCIL in MeghnaGhat, Sonorgaon, and Naranganj. Besides that the Company supports MICL to transport finished products (cement) over water channels. Apart from intercompany assistances, MML offers transport and logistic support throughout the water navigations channels to external parties. In these cases, MML provides jetty and floating crane, unloading and stacking Coal for Partex Star Group and Bashundhra Group; unloading, transporting and stacking Ball Clay, Feldspar for different ceramic companies. Since major demand emerges from the cement factory the business of the MML becomes seasonal with the business pattern of consignee. Since demand for cement intensifies in dry season the revenue boosts up in that season.

Vessels

Madina Maritime Ltd engages in carrying raw materials through 23 lighter vessels from Chittagong such as clinker, slag, Gypsum, Lime stone. MML also carries Dry Fly Ash from India on demand on cement Industries. When MML lighters vessels go for carrying Dry fly ash from India they also carry the readymade cement bags of Fresh Cement, Shah Cement, and AKIZ Cement. Also carry power plant heavy equipment. Yearly 800,000 MT cargo carried By MML's lighter vessel.

Crane:

Madina Maritime ltd has 4 hydraulic crane and 2 pay loader. Through carne unloading is done from vessel at Pagla and MeghnaGhat. Chemicals of Rahim Steel, Mir Cement, Abdul Monem Group takes service of unloading through crane of MML and at the same time from bridge scale service MML generates profit. They provide service mainly Madina and makes profit. Cement Industries, Fresh Cement, Shah Cement, Mir Cement and some foreign importer company

Recent Activities of Madina Maritime Ltd:

- Madina Maritime Ltd (MML) supports Madina Cement Industries Ltd (MCIL) by carrying its raw materials from Kolkata, India and Chittagong
- MML provides floating crane services to its services
- MML performed unloading and stacking 1, 35,000 MT coal of Partex Group at different places of Munshigonj, Pagla , Narayangonj and Islampur , Meghna ghat & Sonargaon
- MML performed unloading , transportation and stacking of Ball Clay , Feldspar of different Ceramic Industries
- MML performed unloading, transportation and stacking of coal of BS Group at Madanpur.



Picture shows Tug boat is towing Barge “Madina -3 “

Fleet Composition:

Elements	FY 2017 (in number)			FY 2012 (in number)
	Existing	New	Total	Total
Vessels	19	5	24	18
Barges	3	2	5	3
Tugboat	0	2	2	0
Crane	2	2	4	2
Drum Truck	0	5	5	0



Lighter Vessels of Madina Maritime Ltd

MANAGEMENT:

Madina Group has got its central group management for strategic decisions including finance and accounts. However each company has got its finance department with group management takes part in the decision making process. Day to day management of MML is done by its own separate management team.

Madina Maritime Limited reported increased net revenue of BDT 426.0 million in FY 2015 followed by BDT 270.4 million in FY 2014 registering revenue growth of 57.6%

MISSION STATEMENT:

The shipping industry is interlinked with the state of the global economy. It is complex and notoriously volatile in nature. Shipping being highly dependent on trade flows across the globe has been cyclic booms and busts following the fluctuations in the world's economy. The recent economic turmoil has resulted in shrinking container trade as global demand for raw materials and finished goods dived.

Currently there are more than one million seafarers managing around 50,000 internationally trading ships of various types around the globe. The basic type of ships includes container ships, bulk carriers, tankers, ferries, cruise ships and specialized ships. General cargo ships made up about 37% of the world's fleet in terms of deadweight tonnage (DWT), 25% tankers, 14% bulk

carriers, 12 % passenger ships and 8% container ships. The remaining 4% includes ships of specialized nature and which cannot be included in the above mentioned categories.

The world total shipping tonnage is registered in more than 150 nations with Panama leading at 173 million tons followed by Liberia (79 million tons), Bahamas (47 million tons), Marshall Island (38 million tons) and Singapore (37 million tons). Other big registry countries include Hong Kong, Greece, Malta, China and USA.

About 17.4% of the total world fleet tonnage is owned by Greece and closely followed by Japan with 15.1% while Germany, China, Norway and USA collectively own 25.08% of the world dead tonnage.

MML mission is to expand business in the field of Maritime Trade, Transportation, Logistics and Supply Chain Management through meeting international standards of best business practice. Throughout their journey, they want to make a significant improvement in maritime field by providing value added service to their clients as well as serving the community by offering education in shipping and port related services. Per decision of Madina Management, Madina Maritime Ltd was established in the year 1999 with 4 nos small cargo vessel having capacity 2000 MT and gradually number of its fleet and services are increasing day by day. Capacity of Madina's fleet has increased tremendously and in the Year of 2017 its capacity comes to 23,000 MT. Per year Madina Fleet handle about 1 million MT raw materials of cement Industries and have plan to make it double within next 5 years . Besides inland fleet Madina Maritime has 3 barges with 2 floating cranes and one heavy duty tug.

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MML'S SISTER CONCERN:

Bismillah Navigation:

Bismillah Navigation is working as enlisted cargo agent of Water Transport Cell (WTC). Their activities are transportation of various cargos from Chittagong to consignee's destinations by using lighter vessels through inland river routes under the control of WTC. For conducting the business they use charter vessels from vessels owners on advance or without advance and this business area maintain financial solvency of Madina Group. Bismillah Navigation has created goodwill in the shipping arena of Bangladesh & well known among the importers and ship owners.

Fleet International:

Fleet International is a stevedoring company under the umbrella of Madina Group. A stevedoring company is in charge to carry out the cargo handling in the port operations. Usually Fleet International as a cargo handling contractor is the holder of an administrative concession, granted by the Chittagong Port Authority (CPA) which empowers it to use, with exclusive condition, a space placed at the edge of the quay, to perform its activities.

Every year Fleet International handles more than 1 million tons of break bulk cargo at Chittagong outer anchorage from different Mother Vessel and VLCC (Very Large Common Carrier) with following commitment:

- To provide the highest international standard of service to ship and cargo / container
- To provide the highest standard of safety and security according to ISPS code 2002
- To provide services within minimum cost and least possible time
- To ensure round the clock vessel operation

Fleet International as stevedoring company carry out many other operations in addition to the above mentioned, just as:

- Emptying and filling containers
- Classifying goods
- Horizontal movements to position in inspection areas.

Madina shipyard and Marine Workshop :

MML has another tangible resource center ‘Madina Shipyard & Marine Workshop’. In Madina Shipyard MML already have started to construct five new lighter vessel by using it resouces . Though they have 23 lighter vessel and the demand of freight forwarding is increasing day by day they are launching their own expertise and technology in constructing vessel . Moreover every 2 years they need to dock their own vessel and they established their own dockyard to dock their vessels as well as others . Repair and maintenance of vessel is done at Marine Workshop with their own fitter, marine engineer and other operator .



Picture of Madina Shipyard



Docking work at Madina Shipyard



Tug boat is waiting to carry cargo



Operation at Payra Port: Carrying Coal to NWPL Jetty

Operation at Payra Port:

The inauguration of a port will not only support nation building and its protection but also make it one of Countries leading sea- port and supply service areas. Prime Minister Sheikh Hasina inaugurated the country’s third sea port at Rasmns bad channel under Kalapara Upazilla of Patuakhali district named “Payra International sea Port” and the authority is Payra Port Authority (PPA), when the port comes into full operation, mother vessel with eight to ten meters drafts will able to anchor, helping loading and unloading goods more quickly than Chittagong port, which now handles 92 % of the country’s export & import cargoes.

By developing facilities for operation at payra with special equipments where the cost is much lesser than Chittagong port. Now a days due to shortage of lighter vessel at Chittagong port and heavy swelling at sea a mother vessel containing 40,000 MT of Cement raw materials require 15 -20 days to unload cargoes . But with special equipments such large tonnage self loading / unloading barge (approximately 10,000 MT) can release mother vessel by 4/ 5 days and instead of demurrage & owner will be happy to pay dispatch.

After analyzing the Madina Maritime limited made a successful Mother Vessel handling Operation of MV. Desert Unity. This was the second Mother Vessel at Payra Port that handled by MML.

Performance at a glance for MV Desert Unity:

Vessel : MV Desert Unity
Flag : Marshal
Length : 189 Meter
NRT / GRT : 17993 / 31091 T
Cargo : 46,200 MT
Arrived : AM/ 04.02.17
Unloading Commenced : PM/04.02.17
Unloading completed : PM/ 18.02.17
Average unloading : 3300 MT / Day
Equipment engaged : 04 vessels, 2 Barge

Appreciated by :

Payra Port Authority

Charterer: Unisincere (HK) Shipping & Trading Co., Ltd

Consignee: Asia Pacific Geraldton Limited, China

Custom Authority, Payra Port, Patuakhali



This picture shows how MML's lighter vessel forwarded to Mother Vessel for unloading coal, stone etc.



MML's Barge carried stone form Mother Vessel of MV. Desert Unity

SEAPORT FACILITIES IN BANGLADESH:

- Bangladesh has three international standard seaports Chittagong, Mongla and Payra who are playing vibrant roles in doing import-export trade that resulted economic growth of the country.
- Mention that country is renowned for readymade garments export to earn foreign exchange and fuel import to mitigate the energy demand of industry, transport and domestics household usages endlessly.

- In addition, off-docks, ICD, inland river terminal, riverine inland container terminal is available all over the country.
- To manage and operate the imported fuel oil via ports, BPC has good network of rail, road and waterways that comprises railhead depots, riverine depots also inland oil depots as integrated supply chain to serve the nation prestigiously.
- In here, most of the cargo and containers are performing for Bangladesh only with the limited edition of serving India, Nepal and Bhutan regionally.
- The Chittagong Port, is the principal port of Bangladesh who handling approx. 92% of seaborne trade of the country and mounting the great importance in the national economy.

CURRENT SITUATION AT CHITTAGONG PORT:

Presently there are 650 nos lighter vessels engaged to unload / lighter the cargoes from Kutubdis / Chittagong Outer anchorage where 700 – 1000 MT capacity VSL is 15.38% , 1000 – 1500 MT VSL is 69.23% , 1501- 2500 MT VSL is 14.38 % and 2500 MT above is 1%. Considering the bulk volume importing to Bangladesh above capacity is not only enough but also unloading rate of mother VSL and consignee premises in not same causing occupy of vessel at different end. Mother vessel stays idle for long for want of lighter vessel. Consignee / Charterer need to absorb extra demurrage and sometime dispute creates due to VSL charterer is not paying owners per charter partly. This unwanted situation cost huge and many vessel owners do not engage their VSI to projects in Bangladesh. Below Statistic will show unloading rate of mother vessel at Chittagong outer anchorage:



At Chittagong Port Outer Anchorage

CURRENT STATUS:

SL	Name of Vessel	On Board	Cargo	Date of arrival	Date of departure	Day incurred	Average per day	Reason for delay
01	MV. YASA KAPTAN ERBIL	22,000 MT	Slag + Limestone	12/03/16	28/03/16	17 days	1294.11 MT	Shortage of Lighter vessel
02	MV. OLYMIC PEACE	46,195 MT	Slag	21/03/16	03/04/16	14 days	3299.64 MT	Do
03	MV. HUA QIANG	43,870 MT	Slag	29/03/16	08/05/16	41 days	1070.00 MT	Do
04	MV. PANWORLD	44,950 MT	Clinker	31/03/16	19/04/16	20 days	2247.50 MT	Do
05	MV. TENKO MARU	47,088 MT	Clinker	20/04/16	05/05/16	26 days	1811.07 MT	Do
06	MV. YIN CAI	47,318 MT	Clinker	26/04/16	25/05/16	30 days	1577.26 MT	Do

Per clauses of charterer party, charterer supposes to unload 4000-5000 MT per day and it is possible to load even 6000 to 7000 MT per day also, above report shows that unloading rate at Chittagong at outer anchorage is less than 50% of charter party agreement and causing double stay, extra fuel, port dues etc which is totally unnecessary and owners do not feel comfortable to pay such painful payments.

Freight tariff for inland vessel has fixed by WTC (Water Transport Cell) considering distances and other barriers.

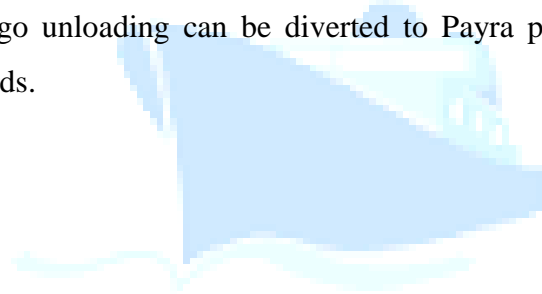
Cement industries engage their Hydraulic Crane to unload from lighter vessel to hopper and by belt the cargo move to silo. Sometimes Hydraulic crane also become out of order causing delay at unloading point.

The current situation of Chittagong port entails the importance of introducing Payra Port and opening a new opportunity for lessening the problems of Chittagong port. Enough logistic support and availability of lighter vessel, proper management may lessen the current problems of Chittagong port and improves the service of carrying cargo.

Madina Maritime

FINDINGS AND RECOMMENDATION:

- Lighter vessels are not sufficient to provide service to outsiders of the company. Though MML's Vessels are mostly engaged in carrying MCIL's raw material, dry fly ash and Portland cement bags they need to add more vessels to their operation.
- Modern equipped vessel may increase their demand of carrying and unloading cargoes though it takes less time to unload cargo.
- Payra port has opened a new opportunity to provide service to the importers of carrying and unloading cargoes with handling mother vessel including C& F, documentation may increase profit. MML may invest more here for future growth and success.
- A portion of cargo unloading can be diverted to Payra port from Chittagong port for minimizing hazards.




Madina Maritime

CONCLUSION:

In recent years, it is being observed that a drastic improvement in energy infrastructure in Bangladesh, which is required to implement and achieve the goal to provide assessable housing and healthcare to all. Bangladesh has also substantial reserves of natural gas and coal and many international oil companies are involved in production and exploration activities in Indian Ocean. Bangladesh has the potential to emerge as a regional economic and logistics hub. Road, rail, metro rail, over bridge, flyover, multi storied building etc is going on and therefore there will be huge demand of stone, marvel, chips etc. Trading business is also running well in Bangladesh now a day. By keeping market intelligence and sourcing from actual shipper /exporter, MML may go ahead for further investment in their shipping service and expand their business. The revenue increase was inspired by the change in business model; that is utilization of the Vessels and Barges primarily to support the group requirements rather than being hired and engaged almost half of the Company's Vessels and barges by Bangladesh Cargo Vessel Owners' Association (BCVOA). After the capacity enhancement of Madina Cement Industries Limited, an associated concern of MML, the company grabs the opportunity to operate its business with primary dedication to support MML's group concern which helped to the company to achieve such growth.

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