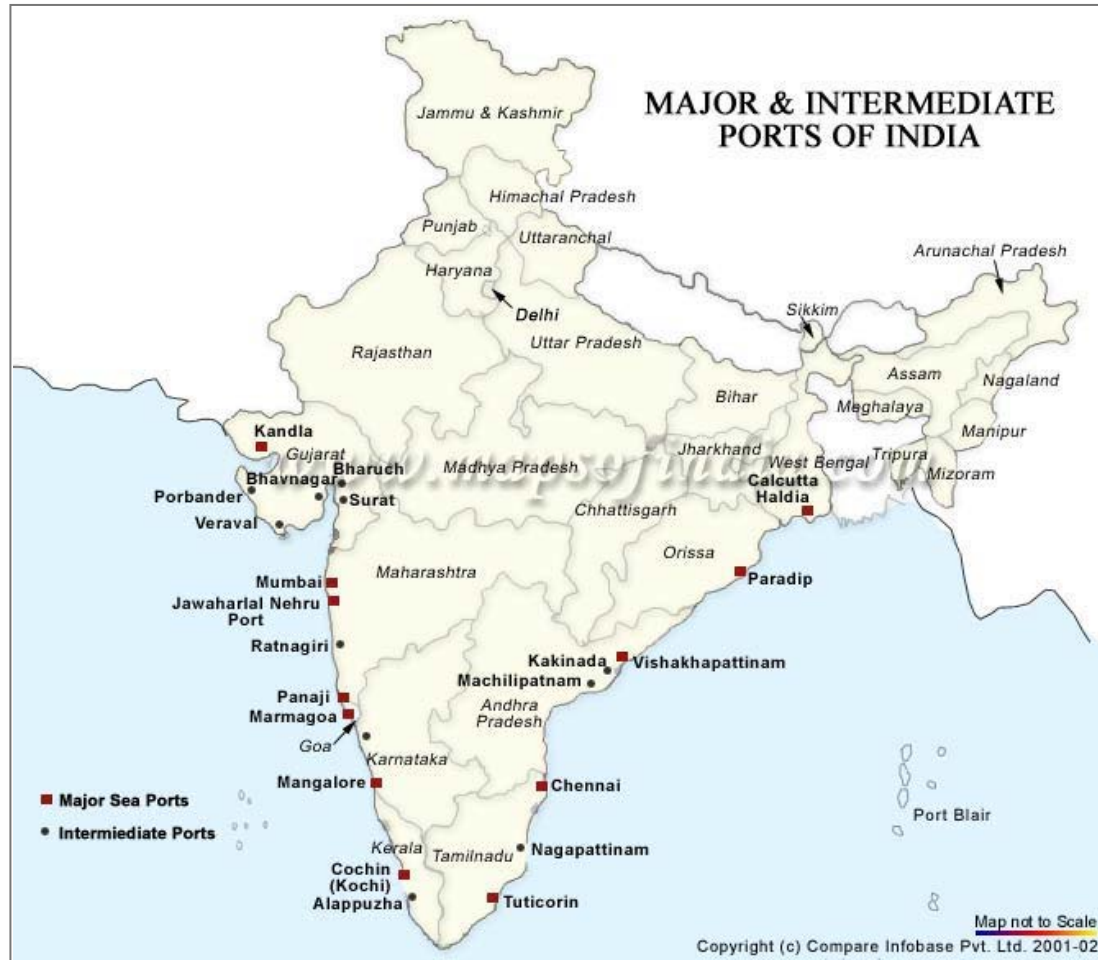


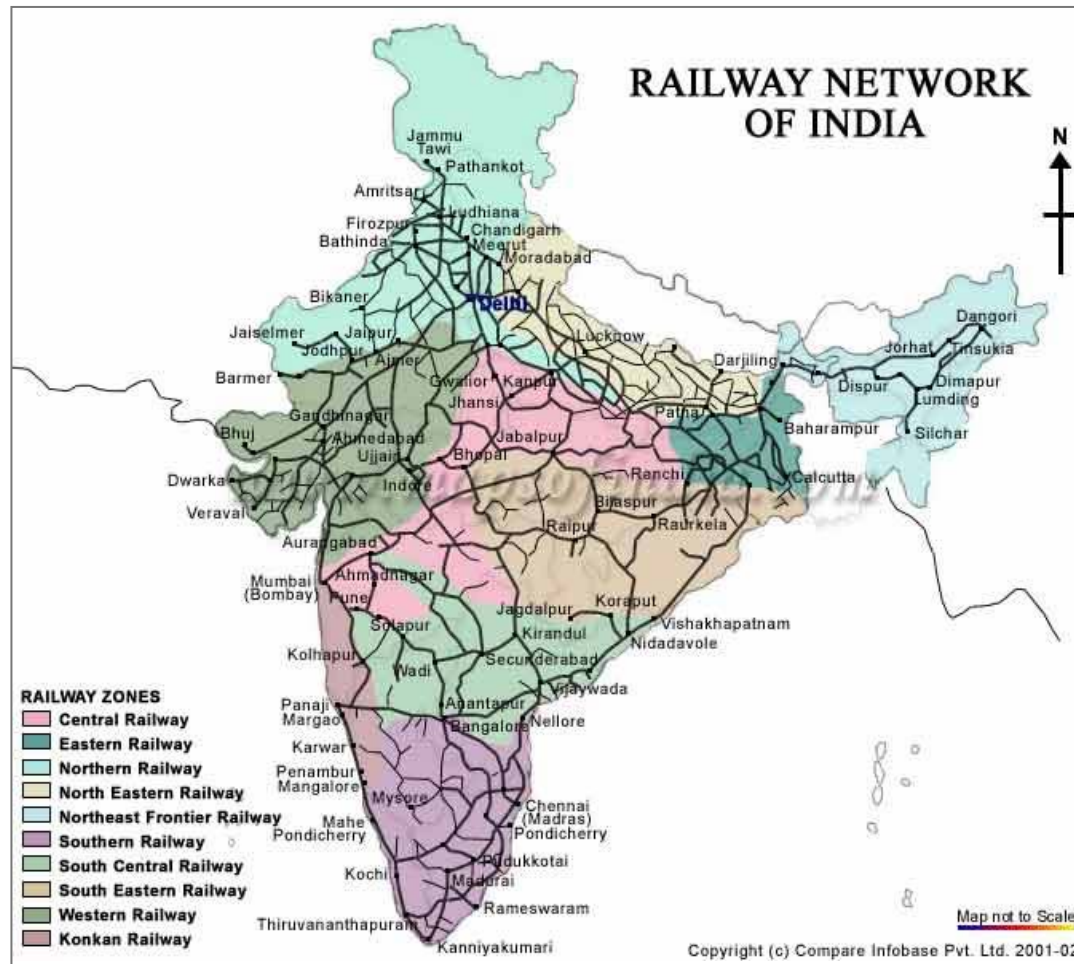
INSURING CARGO TO INDIA - SURVEYOR'S PERSPECTIVE

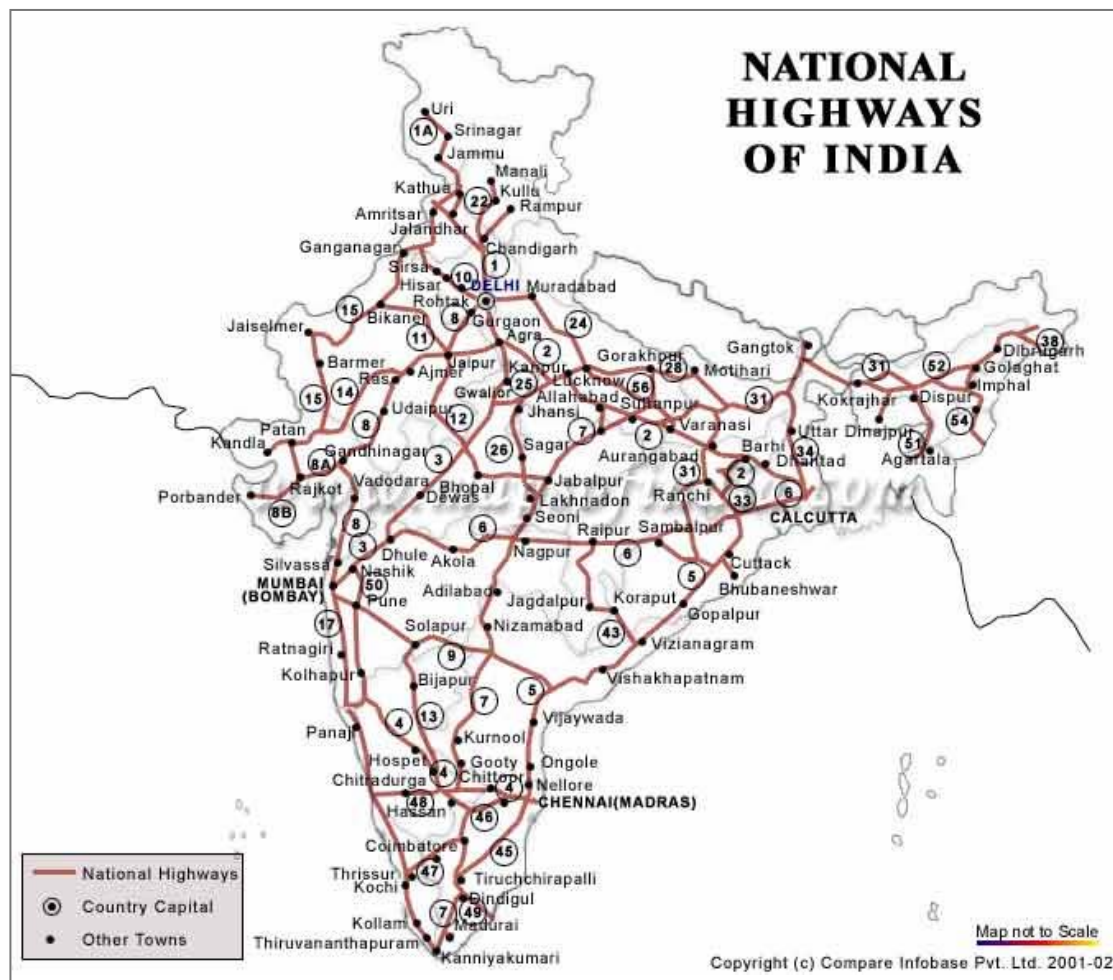
**BY C. SHREEDHARAN
DIRECTOR**



WILSON SURVEYORS & ADJUSTERS PVT. LTD.
LLOYD'S AGENTS







INFRASTRUCTURE OF INDIA

- 2.1 MILLION KMS OF ROAD NETWORK
- 63,000 KMS OF RAIL NETWORK
- 10 INTERNATIONAL & 72 DOMESTIC AIRPORTS
- 143,300 MW OF POWER GENERATION
- 7 EXPORT PROCESSING ZONES

ROAD NETWORK

- ALTHOUGH THE ROAD NETWORK IS FAIRLY GOOD WITH THE NEW EXPANSION PLAN
- THERE ARE INSTANCES WHERE THE DRIVERS DIVERT THE ROUTE TO ROUGH LANES TO AVOID ROAD TAX



TRADE SCENARIO OF INDIA

- ECONOMY GROWING AT 6% to 7%
- IMPORTS UP BY 37% TO 107,066 MILLION USD
- EU ACCOUNTS FOR MORE THAN 52% OF IMPORTS
- EXPORTS UP BY 24.13%

MAJOR GOODS IMPORTED INTO INDIA

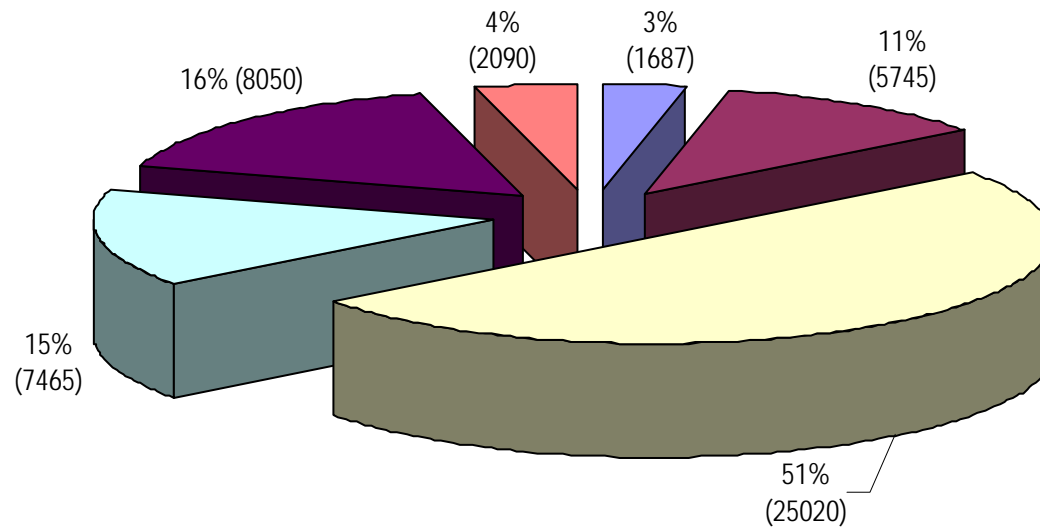
- BULK IMPORTS - GROWTH 43.03%
- BULLION & UNCUT STONES - GROWTH 32.19%
- MACHINERY & PROJECTS - GROWTH 42.5%
- ELECTRONIC GOODS - GROWTH 29.75%
- COAL, COKE, BRIQUETTES - GROWTH 98.57%

MAJOR GOODS EXPORTED FROM INDIA

- AGRI & MARINE PRODUCTS – GROWTH 11.6%
- ORES AND MINERALS – GROWTH 77.03%
- ENGINEERING GOODS – GROWTH 38.71%
- PETROLEUM PRODUCTS – GROWTH 90.34%
- IRON & STEEL – GROWTH 46.55%
- POLYMERS – GROWTH 68.16%

Commodity wise Imports into India 2004

Figures in Million US\$



■ Food & related items ■ Capital Goods ■ Raw Material & Interm.
■ Finished goods ■ Export related items ■ Others

Acts Of God

Indian Subcontinent is among the worlds most disaster prone areas

54% of land vulnerable to Earthquakes



8% of land vulnerable to Cyclones

5% of land vulnerable to Floods



FACTORS CONTRIBUTING TO CARGO DAMAGES

- PACKING, CONSIDERING HANDLING CONDITIONS
- CLIMATIC CONDITIONS
- UNFORESEEN TRANSHIPMENTS
- PROCEDURAL DELAYS
- LONG UPCOUNTRY INLAND TRANSITS
- MULTIPLE HANDLING AT INLAND LOCATIONS
- NO RECOVERY FROM SMALL TRANSPORTERS
- UNAWARENESS OF RIGHTS AGAINST CARRIERS

TYPES OF LOSSES

- DAMAGES DUE TO MISHANDLING
- UNSKILLED LABOUR
- OBSOLETE HANDLING EQUIPMENT
- ACCIDENTAL DAMAGES
- INADEQUATE STOWAGE AND LASHING
- POOR CONDITION OF RURAL/PERIPHERAL ROADS
- PILFERAGE
- TOO MANY HANDLING AGENCIES
- LUCRATIVE NATURE OF COMMODITY
- CLIMATIC LOSSES
- FRAUDULENT DOCUMENTATION LOSSES

DAMAGE PRONE CARGOES INTO INDIA

- HIGH VALUE ELECTRONIC ITEMS
- SOPHISTICATED MACHINERY
- CHEMICALS & PHARMACEUTICALS
- BULK PULSES
- NON-FERROUS METALS LIKE ANTIMONY,
NICKEL

A CONSIGNMENT OF ENRICHED PALLADIUM ON CARBON WHICH HAD A HIGH % OF MOISTURE WERE BEING SENT IN FIBERBOARD DRUMS.



WE RECOMMENDED HDPE DRUMS WHICH ELIMINATED THE LOSSES.





A CONSIGNMENT OF FLOAT GLASS IN WOODEN CRATES
STUFFED IN OPEN TOP CONTAINERS WHILST BEING
CARRIED ON TRAILER FELL DOWN DURING A SHARP TURN,
DAMAGING ENTIRE CONSIGNMENT



KEN EXPLORER SEEN FROM THE FORE DURING HIGH TIDE

COPPER CONCENTRATE WHICH WAS IN A POWDER FORM IN A HEAP HAS BEEN CONVERTED INTO A SLURRY DUE TO FLOODING BY SEA WATER ON GROUNDING OF VESSEL





SUBSTITUTION

- A CONSIGNMENT OF LIGHT MELTING SCRAP WAS STUFFED IN FIFTEEN CONTAINERS AT MANILA, PHILIPPINES
- THE CONTAINERS REACHED NHAVA SHEVA, INDIA WITH SEALS INTACT AS PER BILL OF LADING
- WHEN OPENED THIRTEEN CONTAINERS WERE FOUND TO CONTAIN SAND
- THIS SUBSTITUTION HAD OCCURRED BETWEEN THE TIME OF STUFFING AND LOADING ON THE VESSEL



BOTTLESEAL INTACT CONTAINER LOCK HANDLE
FREELY OPENED BY REMOVING THE BOLT

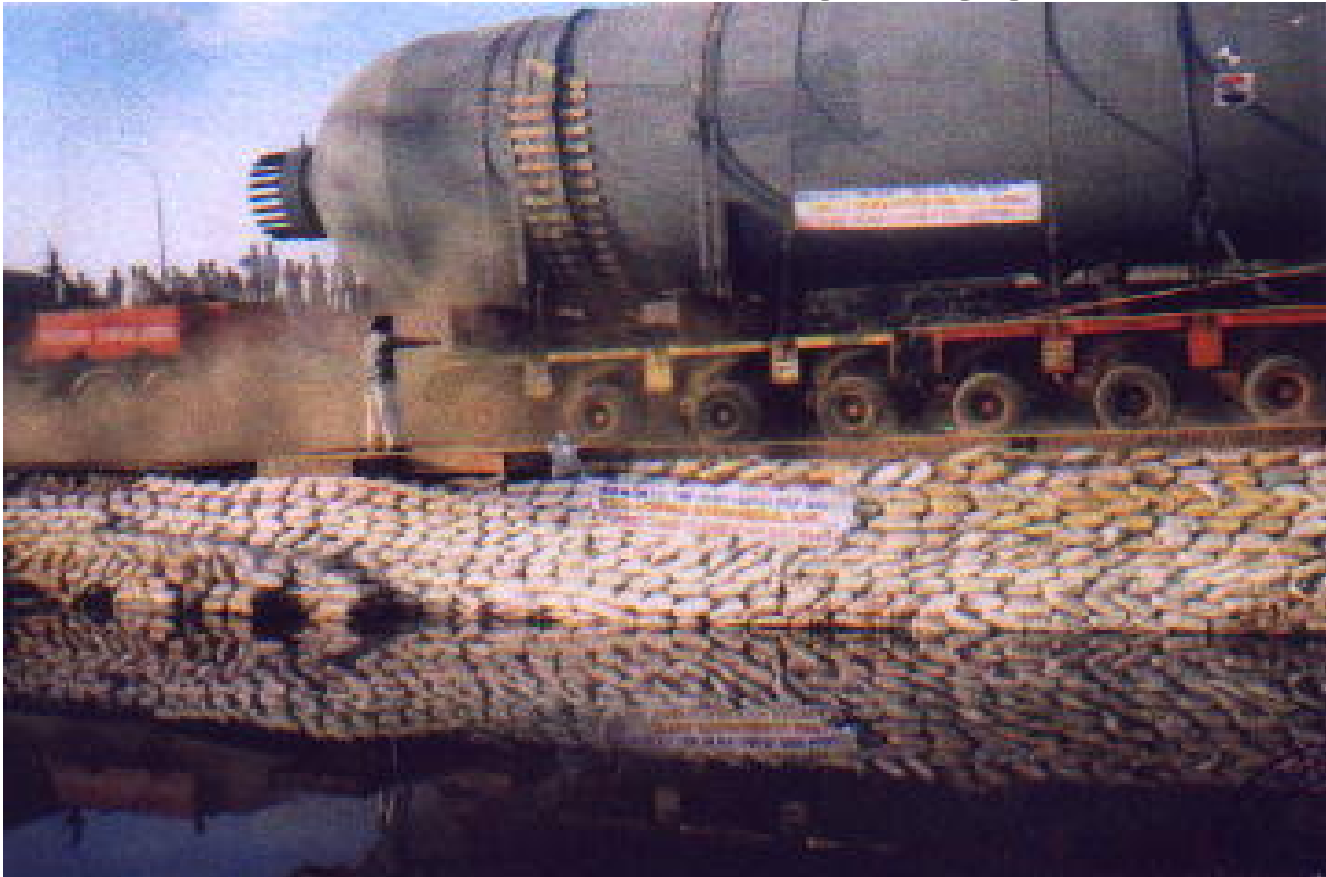
A LARGE REACTOR BEING SAFELY CARRIED ON A LOW BED TRAILER



A CHEMICAL REACTOR IS BEING CARRIED SAFELY ON A SPECIALLY DESIGNED TRAILER TO SUIT THE SIZE



PONTOON BUILT OVER A RIVER ALONGSIDE A BRIDGE WHICH WAS NOT STRONG ENOUGH TO SAFELY TAKE THE HEAVY LIFT CARGO



RECOMMENDATIONS BASED ON OUR EXPERIENCE

- LOSS PREVENTION SURVEYS
- NOMINATE LLOYD'S AGENTS ON INSURANCE POLICIES
- INLAND TRANSPORTATION TO BE CARRIED OUT BY REPUTED FIRMS
- CONSIDER LITIGATION AS THE LAST RESORT FOR RECOVERY