



All India Liquid Bulk Importers & Exporters Assoc.

U M KHONA & Co. (Partner)

Name of the President: Mr. Jayant Lapsia
Established : 2000

Introduction: The All India Liquid Bulk Importers & Exporters (AILBIEA) is an effective and integrated pan-India forum for all stakeholders like corporate, importers, exporters and service providers associated with the liquid bulk trade.



Products: We are a trade body, which aids various importers and exporters of all kinds of liquid bulk trade to have an interaction with the government authorities, customs, ports, and various other departments, i.e. to facilitate trade and to take up issues so that our members do not face any obstacles and hurdles for smooth



Selected 2011-13



clearance and explaining the procedures and systems to the members.

History: Since time immemorial ports have been the hub of trade. Exports from Mumbai to various ports outside Maharashtra were being hampered because of octroi charges and other issues. To address the needs for collective effort to address the multi-dimensional issues of bulk trade in liquid cargoes, AILBIEA was formed. We have successfully established a platform to address various technical, legal, infrastructural, administrative and procedural issues of Liquid Bulk Trade.

Achievements: "I am thankful to the association who fought, struggled and helped all trade bodies as well as various transporters, operators, surveyors, clearing agencies. Without the support of the association most of these people would have been jobless. With the support of all people we were able to sustain back".

The greatest achievements for us is that we comprises of leading industrialist importers like Godrej, Supreme Petrol Pump, Reliance Industry and various big importers and service providers like Shipping India, Surveyors GIO camps etc. We have various other people from various fields.



Recent Developments: We have been able to make a break through an octroi. Now, octroi for liquid bulks is given upto 6 month time. We have systematized various authorities in customs, which is very easy for trade, ports along with that we also have stamp duty facilitation, payments of the stamp duties and streamlined various procedures in port and customs.

We also made representation to the Board of Central Excise Customs in New Delhi with Ministry of Finance where we have taken certain classification issues on behalf of all our members. By virtue of our fruitful interaction with meaningful representation, our association has been taken on the nomination trustees of the Mumbai Port Trust.

Promotional Tactics: We have close interactions with all our members, we get to know the problems and to find out the easiest solutions and then forward it to the concerned authority. Just to remain pro active and be in constant touch with stakeholders and government departments. Keep the members updated with daily changes and innovation new routes in liquid bulk, which are key points to the promotional activities.

Expansion Plan: We are operating from Mumbai to look after various places in Maharashtra. Slowly we want to expand and start base at various other major ports like Kandla, Bondra, Vishakhapattanam and Manglore where liquid bulk activity is quite huge.

Facilities: Right now we are getting members, bringing various departments together and this process would take about 1-15 years. Once we



establish and have our own infrastructures definitely recreational and other facilities will be looked into.



Brand Values: AILBIEA is a big brand name today. It is recognized by ports, governments and gives due respect to our suggestions. We handle issues flexibly from both positive and negative sides.

Corporate Social Responsibility: It is a must that every member is aware that we have to make progress at each step, to pay taxes honestly and to take care of both internal and external environments in the liquid bulk industries without violating any norms.

Secrets to Become a Successful Entrepreneur: To go ahead successfully in life one must keep working hard, be sincere and honest.

