

**Mr Johnson Thangavel, Managing Director, A.S. Shipping
Agencies Pvt Ltd.**

*This is a transcript of the exclusive interview of Mr Johnson Thangavel,
Managing Director, A.S. Shipping Agencies Pvt Ltd taken on the occasion of World
Cashew Convention & Exhibition 2018*

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Brief about your company?

We are a shipping company started during 1962 and moved on to the logistics in all kind of shipping activities. Mr Prakash is the Chairman and founder of the company.

In 2017, there was a delay in shipments from Abidjan. How would this year be? Are the ground situations conducive?

The problem in Abidjan port is high congestion during the cashew season. Last year especially lots of cocoa shipments were delayed due to price issues. Both cashews and cocoa had a lot of space issues in the port that resulted in delay in cashew shipments.

This year hopefully there won't be delay because cocoa crop is already in and during the cashew season, the cocoa shipments may not be there. Delay in shipment is likely to be minimized.

Now there are reports that one bag of RCN can contain up to one ton. How do you see this transformation? If this happens, will there be demand for 40 feet containers than 20 feet containers?

Already there is a considerable demand for 40 feet container in the last 2-3 years. Two years ago mainly 20 feet containers were used for RCN imports. However, few years ago, people started to ship in 40 feet container into Vietnam, but that was not successful because factories are constructed in such a way that the vehicles cannot be maneuvered for the 40 feet trailer. Now factories have enough space for

movement. Moreover, the freights for different containers of 20 and 40 feet and the difference were only of 1.3 times, which are 600 USD for 20 feet and 800 USD for 40 feet. They can load at least 1.6 times i.e. 16 tons in 20 foot. So in all probabilities, the economics are cheaper for 40 feet. So there is a great demand and do so as long as lines are able to supply 40 feet containers for RCN.

Your views on the WCCE event

It is good to be here and nice to see the people over here at one place and chat. I am quite happy. This platform gives an opportunity to meet lots of people at one place and interact with them on many things. I wish WCC a grand success.