

**THE GANDHIDHAM  
CHAMBER OF COMMERCE & INDUSTRY**

(ESTD. 1953)

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Shri Sanjay Bhatia,  
Chairman,  
Deendayal Port Trust,  
Gandhidham – Kachchh

**Sub: Salt Exports - Request to preferences**

Dear Sir,

This has reference to the caption subject and as you are very well aware that salt being one of the major export cargo with the significant share to the tune of 7 million tons to achieve 110 MMT target by DPT in the last financial year.

We would like to bring to your kind notice that salt exporters are facing severe operational problems at DPT although salt is a local product of Kachchh District. Further salt is very low value commodity with very thin margins and the ocean freight place a major role in the salt export business. Since the Indian salt market is facing stiff competition by the global leaders like Australia and Mexico in the world market, salt exporters need extreme logistic / operational support from the port trust to face the stiff competition and increase share of exports. However, salt handling is treated like other commodity handling at DPT although it deserve preferential treatment.

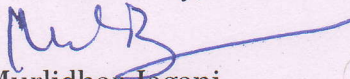
Therefore, our sincere request to your good self to kindly consider our following suggestions for preferential treatment to salt export at Deendayal Port.

- 1) To provide priority berthing and very importantly dedicated clean deep draft berth allotment.
- 2) To allocate berth no. 13 exclusively for salt which will avoid contamination with other dirty cargo to comply and maintain strict important standard of the global market. Also a quick turnaround and the deep draft will help salt exporters to maintain stable freight cost to face the competition in the global market. This will lead to increase in the volumes year on year by Deendayal Port.

We hope, you will positively consider our suggestions for preferential treatment to salt export from Deendayal Port.

Thanking you.

Yours faithfully,

  
Murlidhar Jagani  
Hon. Secretary

Copy to: Dy. Chairman – DPT