



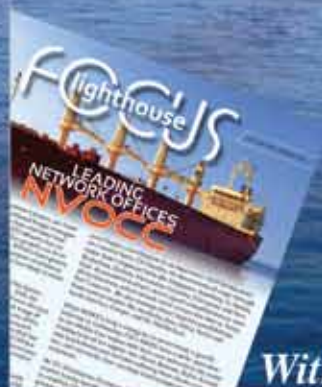
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NOV-DECEMBER 2011

Lighthouse

Bi-monthly publication of CSS Group

Plus



With this edition

LONGEST RAILWAY BRIDGE IN INDIA

CONNECTS INTERNATIONAL CONTAINER
TRANSshipment TERMINAL - VALLARPADAM
WITH THE MAINLAND



PROJECTS OIL & ENERGY



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Lighthouse

CHAIRMAN'S MESSAGE



T. S. Kaladharan

The last few months have proved to be really invigorating, for all of us, as we have had opportunities to participate and interact during the Exhibitions and conferences in shipping & logistics around the globe. We have enjoyed sharing news and views about changing business patterns and concepts. At CSS we had a beneficial and enjoyable time as we were able to combine some serious business discussions, amongst top and middle management, with convivial leisure activities.

Such events prompt me to ask, "Isn't it time for us to think about something new in our business strategies?" I believe the answer must be "yes".

We are heading towards the CSS Group Sales strategy meet. This will be an

ideal occasion to think about, discuss and develop new ideas and outcomes.

Recently, entrepreneurs and progressive businesses have started giving special spaces in their organizations for "idea-makers". To some this may seem an unexpected designation but it is very interesting isn't it? To be competitive, especially in the field of sales and marketing, there is a great demand for this type of professional input.

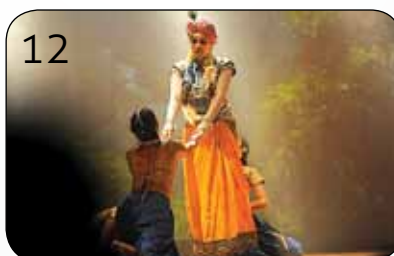
Idea-makers are people who originate and implement their ideas and passions in an entirely unique combination which invite greater results. To many their "off the wall" concepts usually challenge accepted norms. We have professionals in our company who have ideas, who thrive on challenges so as to take our business

to higher levels. Their innovative thoughts are a catalyst for all of us to discover new and better ways to provide services for our customers. Idea makers know how to combine freedom of thought, the demands of business and the enjoyment of exploring. I am confident similar considerations will enable us to have a very fruitful and constructive strategy meeting.

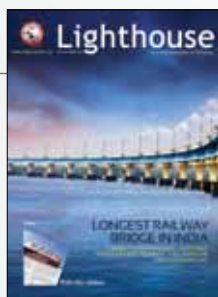
Let new ideas emerge in our thought process so as to explore new heights of accomplishments for CSS.

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CSS SALES STRATEGY MEET



See you in Bahrain



Strategy meet snapshots



Each year, CSS Group gathers for its annual CSS Sales Strategy Meet whereby the management teams from all of its global offices get together for a few days of corporate meetings, presentations, case studies, team building activities and an overall review of the current and next years strategies.

Over the years, the management has been fortunate enough to attend the Strategy Meet's in various countries, reaching there by sea, air and land!

From the sandy beaches of Goa, India, to the vast Arabian Sea and gulf countries on a cruise liner, to the serene and tranquil environ-

ment of Sri Lanka, and the architectural paradise of Dubai, this year our travel takes us to the Kingdom of Bahrain.

Scheduled for December 2011, CSS Bahrain will be hosting the CSS Group Sales Strategy Meet while offering its first class Arab hospitality for all of the attendees.

Strategically located, Bahrain is a small island west of the Arabian Peninsula which is in close proximity to Saudi Arabia to its west and Qatar, to its southwest. Meaning "two seas" in Arabic, Bahrain is unique because it is an archipelago of 33 islands with Bahrain Island being the largest.

HIGH & HEAVY MOVEMENTS FROM CSS

CSS is making significant progress in developing a specialist division, which handles High and Heavy RoRo/Break bulk cargo – regardless if it is single cargo or part of a project, cargo can be easily loaded on specialized vessels, stowed on high and heavy decks. Lorries, trucks, trailers, buses, excavators or over dimensional moveable machinery is the basis of the CSS global cargo movement’s door-to-door worldwide. Since this division’s inception this year we have moved hundreds of machines worldwide. Also some world renowned name brands have taken interest in the services, our partners and what we presently offer and have started working with us. Ken Dinnadge, VP Business Development CSS stated, “Obviously we are delighted with the progress we have made so far as CSS is rapidly becoming known as a specialist in this segment of the market. This is also part of the CSS Group business diversification initiative. Many shipping lines are now working with us so that we can compete on a global stage. We have also spent time putting in place the right resources as well as invested in developing and marketing an excellent product/service. Providing this type of service allows CSS to gain access into many



markets and multinational companies.”

During a recent Dubai Auction, CSS were the preferred logistics partner for several main buyers, which is again a testament to how far CSS have come in such a short period of time within the heavy equipment logistics sector.

CSS LOGISTICS NEW WAREHOUSE FACILITY

CSS Logistics established in 2006 has stretched itself with its wide global network. With the growing demand in the market for the storage facility, CSS Logistics has taken its first steps for opening a new warehouse facility in Jebel Ali Free

Zone. The new facility is built with a state of the art office area and a **temperature controlled warehouse facility** which has a floor area over 600 sq.mt, with loading and offloading ramps with platforms and trench for heavy-duty over dimensional

loads. Qais Abdulla, Branch Manager will be overseeing the warehouse activities assisted by Arun P, Team Leader along with the specially trained and skilled CSS employees will be handling the warehouse operations.



OVERRIDING RECESSION

CSS KOLKATA

Kolkata, like any other major cities of India is slowly being entangled in the grip of recession. One has to say that doing business is becoming an expensive affair, when you see the graphs from the Shipping Industry. This is not the case only with Kolkata or India. The entire world is suffering from recession in one form or other.

CSS Kolkata is successfully riding the waves of this so called recession phenomena. The management confirms that a change in the recent political atmosphere of this mighty city has till date has not done any thing better of this situation. But CSS with its professional experience and the trust shown by their partners has managed the situation in a very good way. Over the last months, some remarkable growth was achieved in the LCL volumes. The company is planning for some major breakthroughs in the Projects sector as well.

CSS Kolkata management and staff takes pride for being considered one amongst the first three players, in terms of business by the shipping fraternity in their region. A result they

achieved only because of hard work and commitment. Plans are underway for own warehousing facility to cater its business partners in a better way by the CSS management in Kolkata. Presently CSS India from its operational base in Kolkata caters to the need of the entire West Bengal region, Orissa, Tripura and Assam. They extend their servicing to the neighboring countries of Nepal and Bhutan as well. The only way to penetrate the interiors and some remote locations in the North Eastern region is to have a strong and efficient transportation network. Concur service is available in some parts but it only depends upon the load factor and it cannot guarantee timely service.



May the happiness of this season brighten your life and hope the year brings you luck and fulfill all of your dreams!

Happy Diwali

CSS Group Wishes you and your family a Joyous Diwali

CSS GROUP MENA-REGIONAL MEETING



Tuesday, September 27, 2011 marked the day for the CSS Group MENA (Middle East & North Africa) regional commercial meeting whereby the management teams from all regions, Abu Dhabi, Bahrain, Doha, Dubai, Kuwait, Muscat, and Saudi Arabia gathered for a full day of meetings and corporate team building activities.

The Mövenpick Hotel Jumeirah Beach, the preferred corporate hotel partner of CSS Group was the chosen venue and lies in the heart of one of Dubai's newest dynamic and most lively urban locations, Jumeirah Beach Residence. This 5-star hotel is modern, chic and contemporary all in one, featuring lively dining and entertain-

ment options, expansive recreational and modern meeting, conference and banqueting facilities and is only few steps away from the beach of the stunning Arabian Gulf. Throughout the day, the management team's reviewed strategies facilitated presentations and participated in corporate case studies that would enable CSS Group to better serve their clientele.



AUGUST

EMPLOYEES OF THE MONTH

SEPTEMBER



Rejesh T.V. - Delivery Counter Clerk given by Don Raveendran - Asst. Manager, Ocean Freight and CFS Ops.

Anish Appukuttan- Sr. Coordinator given by Sreenath V-GM, Projects, Oil & Energy



Pramod Gopalan Nair - Jr. Operations Executive given by Gillian Alexander- Manager - Ops. Cust. Service CSS AUH



Devasagayam - Labourer given by Hareesh Haridas - Manager - Logistics





PROJECTS AT A GLANCE POWER PROJECT

CSS Projects, Oil & Energy was assigned to handle clearance, transport & installation of 3 Transformers weighing 130 tons each to Fujairah Sudah Port Substation. These transformers reached Jebel Ali port on heavy lift vessel and were directly received by hydraulic multi axle trailers. The units were then transported to Fujairah for installation. The transformers were finally installed on to foundation rails by jacking & skidding. The project was completed in 6 days. CSS team supervised the entire operation resulting in utmost customer satisfaction.

PAPER ARABIA

UAE's consumption of paper is among the highest in the world, according to international industry statistics released on the sidelines of Paper Arabia exhibition. According to the Indonesian Pulp and Paper Association, one of the biggest associations in the world specializing in paper, the per capita annual consumption of paper in the UAE is 200 kg, against the global average consumption of 60 kg.

This is a significant figure for the UAE with a small population, when compared with a country like India where the per capita consumption is mere 9 kg. UAE's consumption is on par with Italy and Spain.

In 2010, the UAE consumed 3.5 million tons of paper, against 18 million tons in the entire Middle East region and 450 million tons globally in 2010, according to International Pulp and Paper Association.

These statistics were revealed at the inauguration of Paper Arabia 2011, the first-of-its-kind industry expo, which was inaugurated by HE Abdul Rahman Saif Al Ghurair, Chairman, Dubai Chamber of Commerce and Industry, on Sunday, 18 September 2011 at the Dubai International Exhibition and Convention Centre.

Organizers of the show said that A4 paper led the demand for paper in the UAE, and the overall growth in paper consumption was between 5 and 6% where 12 paper mills operates in the country.

Talking about the importance of using latest technologies in saving production costs, Amith Horra, Marketing Manager CSS added, "The Paper industry is developing all over the world, especially in the GCC countries. It is important to attend these exhibitions as Paper Arabia 2011 was dedicated to the development of the paper, printing and packaging industry

in the GCC. We are able to identify key suppliers, vendors while networking with new and potential prospects which reflects our efforts to highlight key regional industry segments."

KEY INFORMATION

Paper Arabia 2011 is bringing together players from the paper, tissue and converting industries. This show offers opportunities to the manufacturers and suppliers of finished products, equipment, machinery, paper chemicals, services, supplies of paper, tissue and converting sector to tap the Middle East and North African markets.

Paper Arabia, with more than 150 exhibitors from 25 countries from across the world, is a key platform for traders and industry players to interact. The show's participants include leading global names from the UAE, Italy, Jordan, India, China, Netherlands USA and UK amongst others.



NEW CHALLENGES, MORE RESPONSIBILITIES



Don Raveendran
Asst. Manager – Ocean Freight & CFS Operations

Don started his career with CSS as an Operations Executive - Airfreight and has proven his ability in handling operations in CFS and leading a team that has been appreciated by management several times. After 3 years of his tenure with CSS in several modes of operations and in consolidation, Don was delegated as the Assistant Manager of CFS. Don has proved his ability to handle critical

CFS operations and excellent time management in handling imports and exports at the custom bonded warehouse. His experiences in the operations have given confidence to the management to give him additional responsibilities of handling the Ocean Freight operations. "It has been wonderful 8 years with CSS which has profited me with enormous domain knowledge and I take this responsibility as a challenge and looking forward to give best of the efforts" Don says.



Chandrakala (CK)
Asst. Manager – NVOCC Operations

Chandrakala, equipped with Bachelors in Business administration is pursuing a Masters in Logistics. On April 2010 she has decided to impart her knowledge in the logistics business. She joined as a Management Trainee and has vested her time in various departments in Sales and

Operations. Her interest towards the Shipping and Logistics has brought her into the business and now she has taken the responsibility of Asst. Manager NVOCC operations. "In fact the NVOCC business is quite challenging and looking forward to finding new techniques to optimize the operation time and cost to bring in more efficiency in the operations," added CK.



Jayandan P I
Team Leader – CFS Operations

An Outstanding performer- Jayandan is known for his commitment, dedication and professionalism at work. From humble beginnings as a Tally

Clerk in CFS he had strived to secure the position as Team Leader- CFS. He was awarded the top scorer in the Dangerous Goods certification training, which proved his expertise in the domain. His flexibility, adaptability and leadership skills will help him to turn out into an effective leader.



Vishnu Nazir
Team Leader – NVOCC Operations

Vishnu joined as the Jr. Operations Executive 4 years back. He was a quick learner and patient listener from his early days of the career. The interest towards knowing the export and import operations profited him with the business

knowledge. He was Team Leader expert before he was re assigned as the Team Leader for the entire NVOCC operations. "Vishnu has been a promising employee since his beginning of the career and he has taken responsibilities and took decisions at the right time and also lead the team from the front and we believe he will excel in his new responsibility" added U B Prince, VP NVOCC Operations.

CSS WELCOMES

Rajeev Kannothe
Business Development Manager

Over 2 decades of expertise in Logistics and Shipping business, Rajeev have joined CSS as the Business Development Manager, Projects, Oil & Energy department. After completing MBA

in Marketing Management he had been working with various shipping companies in India as well as in Dubai before joining CSS. His domain expertise and knowledge will add value to the organization to bring in prospective business to the organization and moreover impart the

knowledge to fellow employees. "CSS headquartered in Dubai is one of the reputed organizations in the regions it operates and it is indeed a prestigious moment for me to be part of the CSS family and I take this opportunity extended to me to deliver the best," he added.



CaroTrans' local approach



Group CEO Howard outlines strategy for neutral NVO's expansion

CaroTrans International may be among the larger non-vessel-operating common carriers when it comes to geographic coverage and information technology, but it operates in a manner more consistent with a niche or regional player.

"Although we're a big business, we think and act small," said Group Chief Executive Officer Greg Howard, in an interview. "Our strategy has always been to maintain a decentralized and localized stance in whatever country we operate."

This means CaroTrans prefers to empower its managers at the branch level to cultivate and service customers, instead of centralizing functions, such as booking cargo and documentation, in far-flung service centers.

"All the work in the U.S. offices remains in the U.S. The only thing we export is freight, not jobs," Howard said. "The same goes in other markets that we operate. All the work is handled by local teams."

Running the business from the branch level out gives forwarders local access to CaroTrans' decision makers, he added.

Similarly, CaroTrans prefers to cultivate future managers from within its ranks instead of poaching employees from other NVOs. Howard started as an entry-level clerk when he joined the company in 1984 and soon was tasked to open the NVO's European and Asian network.

"We believe in succession planning as we build our future leaders," Howard said. "We have a very good mix of experience and youth. We promote from within and break down bureaucracy at every opportunity. Our DNA is clearly defined and known amongst the team."

What's not decentralized is CaroTrans' IT strategy. The NVO is among 50 companies of different sizes and industries working with Microsoft to implement its Windows.net business platform.

"There has been significant investment in user applications which provide additional avenues into the company and ways for clients to interact with our operations," Howard said. "Internal processes have been redesigned using new software development tools. This in turn has led to

further innovation."

CaroTrans was started in 1979 by Jim Justiss of Carolina Freight Corp., and initially prospered in the U.S./Puerto Rico trade before expanding in the late 1980s to other world markets. In the mid-1990s, Carolina Freight was acquired by Fort Worth, Ark.-based Arkansas Best Corp., and CaroTrans became Clipper International, a division of the trucking company's domestic intermodal provider Clipper Group.



Greg Howard
Chief Executive
Officer,
CaroTrans
International

"All the work in the U.S. offices remains in the U.S. The only thing we export is freight, not jobs."

Realizing an opportunity to resurrect the CaroTrans brand, Howard helped negotiate a deal with Arkansas Best to buy Clipper International in 1999.

Although CaroTrans is now a subsidiary of New Zealand-based logistics firm Mainfreight Ltd., the NVO continues to operate as an independent neutral consolidator, meaning it provides less-than-containerload and full-containerload services to forwarders and their affiliated NVOs.

Since then, CaroTrans has watched its business expand, even during the worst of the economic downturn in late 2008 and 2009.

"We experienced steady and consistent export LCL volume throughout 2009 and

2010," Howard said. "Essentially our core business remained healthy while the export FCL volume was more dramatically impacted in 2009. We saw the FCL volume rebound in 2010 to record levels as clients shifted more volume to the OTIs (ocean transportation intermediaries) instead of committing all volume to the VOCCs due to the flexibility and versatility offered by the OTIs."

During the downturn, CaroTrans expanded its export LCL by adding 18 new service offerings. "The weak dollar helped create a noticeable increase in LCL import volume, as clients shifted purchasing patterns to smaller and more regular LCL shipments in place of FCL," Howard said.

The NVO experienced a marked increase in FCL export in support from shippers who had previously relied solely on liner carriers for their transportation.

CaroTrans' 2010 global volume, which included non-controlled import shipments for overseas agents, was about 240,000 TEUs.

In addition to its Union, N.J., headquarters, CaroTrans has offices in 12 U.S. cities, including new branches opened in San Francisco, Boston and Dallas. The NVO plans to enter more U.S. markets this year.

Unlike some large NVOs, CaroTrans refrains from operating its own container freight stations. "We don't own the assets and avoid situations where we are trapped into fixed-cost scenarios when the market is contracting or expanding," Howard said. "We look to be the 'anchor partner' with our CFS operators and connect our system via EDI. These independent CFS partners can also provide our clients with an independent CFS operator with whom they can directly contract for specific service requirements outside of CaroTrans' capabilities."

In overseas markets, the NVO often works with local consolidators. "CaroTrans has partnered with premier neutral NVOs in key world markets that have developed leadership positions and strong brand recognition in their respective regions," Howard said. "We see this network of long-term partnerships consisting of strong regional neutral NVOs to be one of our unique competitive advantages. It's hard to justify breaking that up just

to have your logo appear on a door in a foreign port."

That's not to say CaroTrans doesn't operate any owned offices overseas. The company has four offices in Australia, two in New Zealand, and five in Hong Kong and China, and most recently opened its doors in Santiago, Chile.

"Our expansion into Chile was not through acquisition," Howard explained. "While there were ample opportunities for acquisitions, we elected to disengage from an agent relationship of more than 17 years and establish our own company to lead expansion in South America.

"We are attracted to Chile due to the market stability and the need to solidify our position in Chile for CaroTrans' operations in the United States, Asia and Oceania," he added.

"Our philosophy regarding acquisitions is simple — if it fits the jigsaw puzzle we are interested," he said. "There are numerous opportunities available to us but we simply are not in the game to acquire for the sake of acquiring. We have made it abundantly clear, however, that we have plans to

expand our office network to Europe, India and South America.

"As for prime markets, we have good balance among our top 10 markets due to the fact that these are two-way trade lanes with relatively equal quantum of import and export volumes," Howard said. "The only real soft spot for CaroTrans is the Caribbean Basin. We have been precluded from returning to this market after the divestment of our Puerto Rico operations (in 1999 to USF Worldwide, now YRC). However, strong customer demand has us evaluating our return to this region in 2011."

CaroTrans also plans to expand its consolidation business beyond the sea. The company operates CaroTrans Air in Hong Kong and Shanghai, in addition to the trans-Tasman, as a wholesale air freight consolidator to Australia and New Zealand. "We are conducting market research to evaluate other niche trades where we may consider possible expansion of the CaroTrans Air product," Howard said.

And it's not all about making money. CaroTrans provides funding, administrative

and operational support to Duffy Books in Homes, a 20-year-old not-for-profit organization, which supplies books to children in Australia, New Zealand and the United States in effort to improve literacy. It's estimated that more than 6 million books have been distributed since the program's inception.

Asked how the NVO market is shaping up for 2011, Howard said it's anyone's guess right now.

"FCL shipments were once considered the domain of the carriers, but an increasing market share is being served by OTIs," he said. "Some consider this to be a cyclical trend, but it appears to be a more permanent market shift due to the added flexibility and varied services offered by the OTIs.

"The success of OTIs that focus on their core competence and innovative services which address the changing needs of the shipper versus those that simply chase volume at breakeven pricing will remain in a leading position," he said.

(This feature is reproduced from American Shipper by Chris Gillis with their consent)

LONGEST RAILWAY BRIDGE IN INDIA CONNECTS INTERNATIONAL CONTAINER TRANSSHIPMENT TERMINAL- VALLARPADAM WITH THE MAIN LAND



Rail Vikas Nigam Constructed a railway line to the Vallarpadam terminal with a total length of 8.86 km, in which 4.62 km runs above the Vembanad Lake. This bridge has become the longest railway bridge in India. A railway station and electric substation was also constructed at Edappally. The Vallarpadam Port Railway station has been constructed by the Dubai Ports World.

The soil conditions were a challenge that RVNL engineers overcame with great élan. The bridges have been built on 1.2-diameter piles driven to an average depth of 55 metres. The total pile length is 65,000 metres.

Besides, 11,700 tonnes of reinforced steel; 58,000 tonnes of cement; 99,000 cubic metres of metal aggregates; 73,500 cubic

metres of sand; 1,27,000 cubic metres of concrete work and 1,54,308 cubic metres of earth work went into building the new railway link.

The Kochi **International Container Transshipment Terminal (ICTT)**, locally known as the **Vallarpadam Terminal**, is a container trans-shipment facility which is part of the Kochi Port. It is the only trans-shipment port in India, and is situated in Kochi, in the state of Kerala. Being constructed in three stages, the first phase of the terminal was commissioned on 11 Feb 2011.

This can handle cargo up to one million TEUs (twenty-foot equivalent units) per annum. On completion of the third phase, the terminal will be able to handle 4 million TEUs of cargo per annum. The terminal is presently being operated by

the Dubai Ports World (DPW), which will operate it for 30-years after which the control will come back to the Cochin Port Trust.

Vallarpadam Container Terminal is the only Transshipment port in India situated in Kochi. It is billed as the largest single-operator container terminal in the country. Now onwards mother vessels which can carry up to 140000 containers can reach Indian cost, previously it has been done through Colombo or Singapore port. As the first phase is opened now it is expected to handle around 700,000 containers this year itself. The length of the berth is 600 m which will be extended to 1800 m in the 2nd phase, which then will become the largest terminal operated by a single operator.

LASHING AND CRATING JOB



Specially trained CSS Group's lashing and crating team were assigned onsite for the lashing of over dimensional cargos like turbines, multi media filters, frontal piping skid, self cleaning filter skid, flocculation tanks which were more that 540 CBM loaded in trailers and also stuffed in 9 x 40 Ft high cube containers.

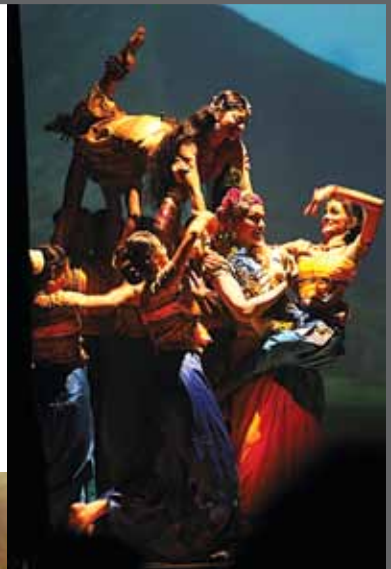
FEKCA Onam

FEKCA (Federations of Kerala Colleges Alumni) celebrated Onam 2011 at the Sheikh Rashid Auditorium in Dubai on 16th September 2011 and was started with the traditional floral decoration (Athapookkalam) at the venue, followed

Marar enthralled the audience by their thrilling Vadyamelam.

CSS has always been proactive in promoting the public interest by actively participating in various community growth and develop-

President of Kerala Sathithia Academy, where Sri. Sebastian Antony, Chairman of Basel Group of Companies in Dubai was bestowed with "The Businessman of the Year Award" instituted by FEKCA in 2010. The scintillating and much



by a grand Onasadya on plantain leaves. The cultural procession started soon after that and it presented various art forms of Kerala. Traditional Panchavadyam led by Sri Gopalakrishna

ment for the Kerala Society in UAE and we are proud to be part of this event as co-sponsor. The public meeting was inaugurated By the Chief Guest Sri. Perumbadavam Sreedharan, renowned novelist and

awaited performance of the evening was "Krishna" a dance drama performed by renowned classical dancer and film star Padmashree Shobana and her 16-member troupe.



Congratulations

ASIM SAEED KHAN

CSS Group would like to congratulate, Asim Saeed Khan, Director CSS Pakistan as he was recently elected as the Chairman of the Pakistan International Freight Forwarders Association (PIFFA) and as the Vice Chairman of the Pakistan Ship's Agents Association (PSAA).

Asim Saeed Khan has been associated with CSS Group for over a decade and during this time he has been at the pinnacle and driving force for the growth of Console Shipping Services Pakistan Pvt. Ltd. Over the years, freight forwarding and logistics in the region of Pakistan has grown substantially thereby prompting Console Shipping Services Pakistan to opening branch offices in Lahore, Faisalabad, Sialkot, and its head office situated in Karachi.

About Console Shipping Services Pakistan Pvt. Ltd.

<http://www.cssgroupsite.com/>

Console Shipping Services Pakistan Pvt. Ltd. is one of the leading Freight Forwarding and Logistics Company in the Pakistan. Headquartered in Karachi, the company began operations in the year 2001 and has staff strength of over 130. With its opera-



CSS PAKISTAN

tions spread across some of the leading cities of Pakistan, CSS has been one of the front-runners in the NVO business. With a reputation of being one of the best in the industry, CSS over the years has grown from strength-to-strength to provide total solutions for all freight forwarding and logistics requirements of our customers.

About Pakistan International Freight Forwarders Association

<http://www.piffapk.com/>

PAKISTAN INTERNATIONAL FREIGHT FORWARDERS ASSOCIATION Registered with the Ministry of Commerce, Government of Pakistan, License No. 04

PIFFA (Pakistan International Freight Forwarders Association) is a non-profitable organization representing more than 500 companies based in Pakistan providing Land, Air, Ocean Combined Transport and other Logistics services. PIFFA established in 2005 and became the sole representative body of Pakistan Freight Forwarders. The role of the Association includes support for the Pakistan trade worldwide, the development and the maintenance of healthy international freight services industry within Pakistan.



About Pakistan Ship's Agents Association (PSAA)

<http://www.psaa.org.pk/>

Pakistan Ship's Agents Association (PSAA) was formed in 1976 and is the sole licensed Trade Association for Shipping Agents comprising over 70 reputed members handling vessels calling at Pakistani Ports. PSAA is registered with the Ministry of Commerce under the Trade Organizations Ordinance, 2007. The main objective of this Association is to resolve problems faced by its members and to make a positive contribution to the long-term progress of the Ports and Shipping industry in Pakistan.

CSS GROUP SETS SAIL AT THE DUBAI PRE-OWNED BOAT SHOW



Following on from the success of the 2010 Inaugural Dubai Pre-owned Boat Show, the 2011 event will be held at the Dubai Creek Marina from the 17th to 19th November 2011.

CSS Group, the appointed agent for Peters and May in the Middle East, one of the leading service providers for Yacht and Marine Logistics will mark its first appearance in the upcoming Dubai Pre-Owned Boat Show 2011. Please visit us at **booth S1**.

For more details log on to www.cssgroupsite.com

Sports @ CSS

Duke University, the most successful college basketball team of the past 25 years was in Dubai for friendly match with the UAE national team. The clash was at Al Wasl Stadium, on the way back from their respective tours of China and Taipei. They won every quarter of the match against the UAE taking it 15-13, 43-31, 67-48 before ending 86-66. Meanwhile Rashid Al Zaabi top-scored for the UAE with 14 in which



was a gutsy display from the UAE team ahead of their international matches. Hassan Haji, Public Relations Office (PRO) CSS Dubai, was amongst the referees for the match moreover he was elected as basketball referee for the FIBA Asia Championship. CSS Group has been active in promoting sports and cultural activities amongst employees and Hassan's delegation as referee was indeed a proud moment for CSS.



Onam @ CSS

Onam, known as the harvest festival in Kerala, which is celebrated in the month of Chingam, where Malayalees across the world celebrate with their family making 'Sadya' and engaging in different plays as part of the festival. As always CSS Group celebrated Onam in the traditional way in various network offices where most of the staff wore traditional attire.



GO GREEN

Path to Effectiveness



Consolidated Shipping Services

The question of what actually constitutes a green lifestyle, and how it should be brought into practical situations is a common thought. Environment-consumption relationship in the postmodern consumer consumption spectrum and its relationship with the green behavior depend mostly on the consumer lifestyle. However, that consumption styles representing lifestyle have a notable effect on green commitment, which was measured in this study by certain consumption-, related attitudes. Also greenness is characterized by postmodern lifestyle features, because those elements had more influence on green commitment than socio-economic variables. It appeared that lifestyle-based factors were best able to explain the variance in green commitment measures of environmental behavior. As expected, consumption styles had a major effect on green behavior, while traditional measures of respondents' backgrounds

did not clarify so well green purchase choices or consumption. This means that when it comes to green issues, individual consumption choices are influenced not only by socioeconomic factors, but also by many other forces striving to affect consumers. However, it is important to note that social background factors could explain a significant, if minor, amount of green commitment. It is worth keeping in mind also, that lifestyles and identity formation are not only a matter of choice or identity construction.

Green Near Us: As part of the major step to protect the country's environment and promoting the green activities across UAE the government is taking initiatives by several awareness campaigns. Now UAE government has set a deadline for Go Green. They have instructed to stop the use of harmful material; manufacturers of plastic bags will have until the end of the year 2011 to register their products as

biodegradable, according to a deadline set by the Ministry of Environment and Water. Dr Mariam Al Shenasi, Executive Director at the Ministry said to Gulf News, "Forty-eight per cent of private sector companies in the UAE, such as supermarkets, that use plastic bags have already switched to biodegradable bags in line with a federal decree issued in 2009 to rid the UAE of plastic bags by 2013"

One must also bear in mind that consumption choices are buried in the social goings-on of everyday life. Although many of the consumers of Western societies are aware of environmental problems and the impact that their own behavior has on the environment, favoring green products at an attitudinal level is often an expression of going along with social standards, which govern the appropriate and expected ways in which things ought to be done in a culture.

May the Joys of the season fill your heart with goodwill and cheer

*CSS Group Wishes You
and Your family*

*A Merry
Christmas
& a Happy
New Year*





DAVE EAGER

WHACK DIFFERENT ANGLES

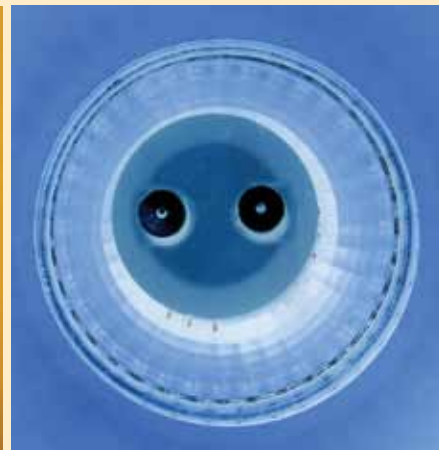
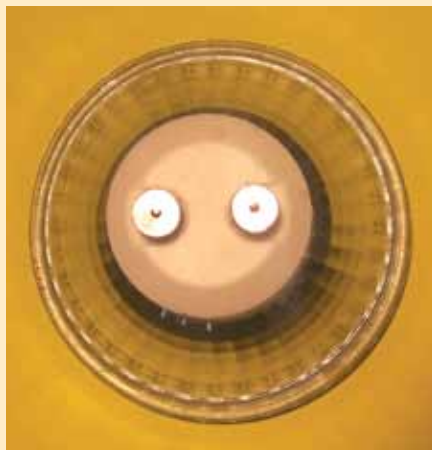
There is a saying which springs to mind when I meet someone who seems to be stuck in a rut: "Opportunity is missed by most people because it is dressed in overalls and looks like work." This expression always makes me chuckle because at the same time it motivates. Many of us, without even thinking about it, do more things through habit rather than reason. Because of this we often miss ideas and opportunities which will not only benefit ourselves but also others. When did you last have a "reality check" on how you are thinking and what you are doing? It's amazing what fun can be had by examining things from different angles and realising that what we thought was usual may in fact be just the opposite. The three pictures, used in illustration of this article, show how different an ordinary spot lamp can be when viewed from a different angle or perspective. Looking at your routine from different angles can equally stimulate extraordinary aspects which

will stimulate creativity. Both in our work and play, often by giving ourselves a mental "whack on the head" we may achieve something startling and new. The obvious is frequently "before our very eyes", but we fail to see. So, just like the spot light illustrations, why don't you take a challenge and see what happens if you view things from a different angle? Being "stuck in a rut" doesn't mean that you are not doing things correctly it may mean that you are failing to see what your customer wants or what services you should be providing.

I recall when I bought my first computer back in the early 80's. Being somewhat scared of breaking this new technology I bought a book called "Idiot's Guide to the Internet". At the time it cost \$20 which for me was a lot of money. Trying to get onto the Internet I closely followed all the instructions, word for word. I kept typing the web page address into the browser but nothing was happening. In frustration and worryingly I called the

service provider and asked for help. After I explained what I was doing I was asked, "Have you pressed the enter key?" I replied, "No". "But everyone knows to press the enter key Sir" was the response! \$20 wasted, why? Because the writer had forgotten that I was an idiot and he should not have assumed anything. He was "stuck in a rut". He was "stuck in a rut", failing to put himself in the place of the person with whom he was trying to communicate. In all aspects of thought and experience it is similarly easy to fall into the same trap. This is why the occasional "whack on the head" is so useful. It makes us stop, think and examine what we are doing. Whether at work or with our family the surest way to convey a feeling that you do not really care, is to let routine take priority over innovation. This is not to say that routine isn't essential, because it is. We all need a reliable foundation as it gives us security and this is what routine should provide. But a foundation is something on which we should be able

to build and use as a basis for new ideas and opportunities. So if you want the fun of having a "whack" consider doing the following. For one week, every time you hear someone complain, however and wherever, write it down. The following week do the opposite, note praise. Now if, at the same time, you have asked your friends to do similar you can organise a brainstorming party, have fun and examine everything. See if there are common factors. Toss the ideas about and view them from all angles. Stop thinking like an adult and try to understand them as if you were only ten years old. Do they still make sense? You never know you might come up with a completely new winning way. Even if you don't you will have had fun trying and success only ever comes to those who try... as long as we rule out winning the lottery! Exceptions often prove the rule, but viewing things from different angles invariably brings results. Remember wise men change their minds...fools never!



And the winner is...

With our continuous view to uphold the freight-forwarding/logistics fraternity, CSS' Thank-you incentive scheme towards our fellow-forwarders and customers, conceived two years back, wherein one lucky name out of the scores of business cards that were dropped into the bowls that are placed at the D/O counter at the Corporate Office and CSLC-1, was to be picked up and rewarded with a gift, has been nothing short of successful.

The winner picked out and rewarded for the months of September - October 2011 was **Job Zachariah from Aramex-- Dubai**, who walked away with gift vouchers valued at 200 AED from **Carrefour**, presented by **Deepu S Dev, Marketing Coordinator, CSS Dubai**.



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inbound

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	COCHIN	HALIFAX	HONGKONG	KARACHI	KEELLUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	PORT KLANG	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XINGANG	YOKOHAMA	JEBEL ALI		
MAERSK PHUKET	1167	7-Nov																						9-Nov	
MAERSK PHUKET	1169	14-Nov																							16-Nov
MAERSK PHUKET	1171	21-Nov																							23-Nov
MAERSK PHUKET	1173	28-Nov																							30-Nov
MAERSK PHUKET	1175	5-Dec																							7-Dec
MAERSK PHUKET	1177	12-Dec																							14-Dec
MAERSK PHUKET	1179	19-Dec																							21-Dec
MAERSK PHUKET	1181	26-Dec																							28-Dec
APL LONDON	024		2-Nov																						15-Nov
APL DUBAI	001		9-Nov																						22-Nov
APL PRECISION	004		16-Nov																						29-Nov
APL TOKYO	023		23-Nov																						6-Dec
APL PARADISE	005		30-Nov																						13-Dec
MOL PRIORITY	062		7-Dec																						20-Dec
APL LONDON	025		14-Dec																						27-Dec
MSC PALOMA	D1141A			7-Nov																					24-Nov
MSC CAMILE	D1142A			14-Nov																					1-Dec
MSC ALEXANDRA	D1143A			21-Nov																					8-Dec
MSC EMANUELLA	D1144A			28-Nov																					15-Dec
MSC MELATILDE	D1145A			5-Dec																					22-Dec
MSC DANIT	D1146A			12-Dec																					29-Dec
MSC PALOMA	D1147A			19-Dec																					5-Jan
HANJIN DALLAS	1113				4-Nov																				28-Nov
MASERK KITHIRA	1115				11-Nov																				5-Dec
MASERK KALIMAR	1115				18-Nov																				12-Dec
MASERK KLAPEIDA	1115				25-Nov																				19-Dec
MASERK KIMI	1115				2-Dec																				26-Dec
MASERK KIEL	1201				9-Dec																				2-Jan
FRANKFURT EXPRESS	10E44																				6-Nov				26-Nov
BUDAPEST EXPRESS	11E45																				13-Nov				3-Dec
PRAGUE EXPRESS	11E46																				20-Nov				10-Dec
NYK VIGOR	10E47																				27-Nov				17-Dec
CHICAGO EXPRESS	11E48																				4-Dec				24-Dec
OSAKA EXPRESS	11E49																				11-Dec				31-Dec
KYOTO EXPRESS	29E50																				18-Dec				7-Jan
INDIRA GANDHI	155						2-Nov																		13-Nov
CARAVEL PRIDE	156						9-Nov																		20-Nov
LAL BAHADUR SASTRI	157							16-Nov																	27-Nov
RAJIV GANDHI	158							23-Nov																	4-Dec
INDIRA GANDHI	159							30-Nov																	11-Dec
CARAVEL PRIDE	160							7-Dec																	18-Dec
LAL BAHADUR SASTRI	161							14-Dec																	25-Dec
RAJIV GANDHI	162							21-Dec																	1-Jan
OOCL OAKLAND	25W43							3-Nov																	27-Nov
ITALY EXPRESS	53W44							10-Nov																	4-Dec
VIETNAM EXPRESS	28W45							17-Nov																	11-Dec
OOCL NEW YORK	92W46							24-Nov																	18-Dec
CANADA EXPRESS	45W47							1-Dec																	25-Dec
OOCL OAKLAND	24W48							8-Dec																	1-Jan
ITALY EXPRESS	52W49							15-Dec																	8-Jan
VIETNAM EXPRESS	27W50							22-Dec																	15-Jan
APL Turkey	015							7-Nov																	19-Nov
APL Norway	016							14-Nov																	26-Nov
APL Austria	018							21-Nov																	3-Dec
APL Minnesota	013							28-Nov																	10-Dec
APL Oregon	012							5-Dec																	17-Dec
APL New Jersey	011							12-Dec																	24-Dec
APL Turkey	015							19-Dec																	31-Dec
APL Norway	020							26-Dec																	7-Jan
YM FUZHOU	008							4-Nov																	7-Nov
YM FUZHOU	009							11-Nov																	14-Nov
YM FUZHOU	010							18-Nov																	21-Nov
YM FUZHOU	011							25-Nov																	28-Nov
YM FUZHOU	012							2-Dec																	5-Dec
YM FUZHOU	013							9-Dec																	12-Dec
YM FUZHOU	014							16-Dec																	19-Dec
YM FUZHOU	015							23-Dec																	26-Dec
HYUNDAI CONFIDENCE	507W																								20-Nov
HYUNDAI HIGHNESS	507W																								28-Nov
HYUNDAI COLOMBO	042W																								6-Dec
HYUNDAI GENERAL	535W																								14-Dec
HYUNDAI DISCOVERY	506W																								22-Dec
HYUNDAI FREEDOM	508W																								30-Dec
HYUNDAI CONFIDENCE	508W																								7-Jan
MAERSK CALIFORNIA	1187																								4-Nov
MAERSK CALIFORNIA	1189													2-Nov											11-Nov
MAERSK CALIFORNIA	1191													9-Nov											18-Nov

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.

inbound

SAILING SCHEDULE

dubai

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	COCHIN	HALIFAX	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	PORT KLANG	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XINGANG	YOKOHAMA	JEBEL ALI		
MAERSK CALIFORNIA	1193											23-Nov												25-Nov	
MAERSK CALIFORNIA	1195											30-Nov													2-Dec
MAERSK CALIFORNIA	1197											7-Dec													9-Dec
MAERSK CALIFORNIA	1199											14-Dec													16-Dec
MAERSK CALIFORNIA	1201											21-Dec													23-Dec
NEDLOYD EUROPA	1116												2-Nov												6-Nov
NEDLOYD EUROPA	1118												9-Nov												13-Nov
NEDLOYD EUROPA	1120												16-Nov												20-Nov
NEDLOYD EUROPA	1122												23-Nov												27-Nov
NEDLOYD EUROPA	1124												30-Nov												4-Dec
NEDLOYD EUROPA	1126												7-Dec												11-Dec
NEDLOYD EUROPA	1128												14-Dec												18-Dec
NEDLOYD EUROPA	1130												21-Dec												25-Dec
MAERSK CAROLINA	1115													3-Nov											21-Nov
MAERSK GEORGIA	1115													9-Nov											27-Nov
MAERSK MISSOURI	1115													15-Nov											3-Dec
MAERSK WISCONSIN	1115													21-Nov											9-Dec
MAERSK IDAHO	1115													27-Nov											15-Dec
MAERSK UTAH	1115													3-Dec											21-Dec
MAERSK WYOMING	1115													9-Dec											27-Dec
MAERSK CAROLINA	1201													15-Dec											2-Jan
HYUNDAI CONFIDENCE	507W														5-Nov										20-Nov
HYUNDAI HIGHNESS	507W														12-Nov										27-Nov
HYUNDAI COLOMBO	042W														19-Nov										4-Dec
HYUNDAI GENERAL	535W														26-Nov										11-Dec
HYUNDAI DISCOVERY	506W														3-Dec										18-Dec
HYUNDAI FREEDOM	508W														10-Dec										25-Dec
HYUNDAI CONFIDENCE	508W														17-Dec										1-Jan
OOCL EUROPE	040W																	7-Nov							23-Nov
COSCO NAPOLI	037W																	14-Nov							30-Nov
OOCL CANADA	004W																	21-Nov							7-Dec
COCSO THAILAND	010W																	28-Nov							14-Dec
OOCL BEIJING	006W																	5-Dec							21-Dec
COSCO KOREA	011W																	12-Dec							28-Dec
OOCL EUROPE	041W																	19-Dec							4-Jan
COSCO NAPOLI	038W																	26-Dec							11-Jan
XIN YAN TAI	010W																					5-Nov			26-Nov
CMA CGM DON CARLOS	019W																						12-Nov		3-Dec
XIN NAN TONG	004W																						19-Nov		10-Dec
CSC L AMERICA	003W																							26-Nov	17-Dec
BUNGA SEROJA SATU	030W																						3-Dec		24-Dec
CSC L ASIA	011W																						10-Dec		31-Dec
XIN YAN TAI	012W																						17-Dec		7-Jan
CMA CGM DON CARLOS	020W																						24-Dec		14-Jan
WAN HAI 313	077S																							3-Nov	1-Dec
WAN HAI 303	130S																							10-Nov	8-Dec
WAN HAI 305	122S																							17-Nov	15-Dec
WAN HAI 313	078S																							24-Nov	22-Dec
WAN HAI 317	066S																							1-Dec	29-Dec
WAN HAI 305	122S																							8-Dec	5-Jan
WAN HAI 313	079S																							15-Dec	12-Jan
WAN HAI 317	067S																							22-Dec	21-Jan
BUNGA RAYA SATU	128W															6-Nov									15-Nov
BUNGA RAYA TIGA	220W															13-Nov									22-Nov
BUNGA RAYA EMPAT	126W															20-Nov									29-Nov
BUNGA RAYA DUA	126W															27-Nov									6-Dec
BUNGA RAYA LAPAN	128W															4-Dec									13-Dec
BUNGA RAYA LIMA	220W															11-Dec									20-Dec
BUNGA RAYA SATU	128W															18-Dec									27-Dec
BUNGA RAYA TIGA	220W															25-Dec									3-Jan
APL Dubai	007																								20-Nov
APL Precision	004																							12-Nov	27-Nov
APL Tokyo	023																							26-Nov	4-Dec
APL Paradise	005																							3-Dec	11-Dec
MOL PRIORITY	062																							10-Dec	18-Dec
APL London	025																							17-Dec	25-Dec
APL Dubai	008																							24-Dec	1-Jan
APL Precision	005																							31-Dec	8-Jan
MSC LAURENCE	S1143A																	7-Nov							28-Nov
MSC ROMA	S1144A																	14-Nov							5-Dec
MSC BERYL	S1145A																	21-Nov							12-Dec
MSC KALINA	S1146A																	28-Nov							19-Dec
MSC ESTHI	S1147A																	5-Dec							26-Dec
MSC LAURENCE	S1148A																	12-Dec							2-Jan
MSC ROMA	S1149A																	19-Dec							9-Jan
MSC BERYL	S1150A																	26-Dec							16-Jan

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.

outbound

VESSEL	VOY	JEBEL ALI	ABU DHABI	ADEN	ALEXANDRIA	ACABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	FELIXSTOWE	GENOA	HAMBURG	HODEIDAH	JEDDAH	KARACHI	KUWAIT	MOMBASA	MUSCAT	NHAVA SHEVA	PORT SUDAN	RIYADH	ROTTERDAM	SINGAPORE
MAERSK KALMAR	1114	3-Nov												26-Nov													2-Dec
MAERSK KLAFEDA	1114	10-Nov												3-Dec													9-Dec
MAERSK KIMI	1114	17-Nov												10-Dec													16-Dec
MAERSK KIEL	1116	24-Nov												17-Dec													23-Dec
MAERSK KAMPLA	1116	1-Dec												24-Dec													30-Dec
HANJIN DALLAS	1116	8-Dec												31-Dec													6-Jan
MAERSK KITHIRA	1116	15-Dec												7-Jan													13-Jan
MAERSK KALMAR	1116	22-Dec												14-Jan													20-Jan
MAERSK KLAFEDA	1116	29-Dec												21-Jan													27-Jan
APL SHENZHEN	090	1-Nov	2-Nov																								
APL ZIRCON	062	8-Nov	9-Nov																								
APL BRISBANE	068	15-Nov	16-Nov																								
APL RUBY	814	22-Nov	23-Nov																								
APL SHENZHEN	091	29-Nov	30-Nov																								
APL ZIRCON	063	6-Dec	7-Dec																								
APL BRISBANE	092	13-Dec	14-Dec																								
APL RUBY	815	20-Dec	21-Dec																								
APL SHENZHEN	090	11-Nov											25-Nov										15-Nov				
APL ZIRCON	062	18-Nov											2-Dec										22-Nov				
APL BRISBANE	068	25-Nov											9-Dec										29-Nov				
APL RUBY	814	2-Dec											16-Dec										6-Dec				
APL SHENZHEN	091	9-Dec											23-Dec										13-Dec				
APL ZIRCON	063	16-Dec											30-Dec										20-Dec				
APL BRISBANE	092	23-Dec											6-Jan										27-Dec				
APL RUBY	815	30-Dec											13-Jan										3-Jan				
MAERSK DANANG	1113	7-Nov						19-Nov																			
MAERSK DANANG	1113	13-Nov						25-Nov																			
MAERSK VIRGINIA	1109	19-Nov						1-Dec																			
MAERSK DUNEDIN	1109	25-Nov						7-Dec																			
MAERSK MONTANA	1111	1-Dec						13-Dec																			
MAERSK DRUMMOND	1111	7-Dec						19-Dec																			
CEJIA	1113	13-Dec						25-Dec																			
MAERSK IOWA	1109	19-Dec						31-Dec																			
HS HAYDEN	1102	4-Nov		10-Nov													13-Nov										
MAERSK IVERNESS	1120	11-Nov		17-Nov													20-Nov										
SPRING R	1114	18-Nov		24-Nov													27-Nov										
MAERSK INNOSHIMA	1118	25-Nov		1-Dec													4-Dec										
MAERK IZMIR	1114	2-Dec		8-Dec													11-Dec										
MAERSK IVERNESS	1122	9-Dec		15-Dec													18-Dec										
MAERSK INNOSHIMA	1118	16-Dec		22-Dec													25-Dec										
HS HAYDEN	1102	4-Nov																						15-Nov			
MAERSK IVERNESS	1120	11-Nov																						22-Nov			
SPRING R	1114	18-Nov																						29-Nov			
MAERSK INNOSHIMA	1118	25-Nov																						6-Dec			
MAERK IZMIR	1114	2-Dec																						13-Dec			
MAERSK IVERNESS	1122	9-Dec																						20-Dec			
MAERSK INNOSHIMA	1118	16-Dec																						27-Dec			
MAERSK PHUKET	1164	7-Nov					9-Nov																				
MAERSK PHUKET	1166	15-Nov					17-Nov																				
MAERSK PHUKET	1168	23-Nov					25-Nov																				
MAERSK PHUKET	1170	1-Dec					3-Dec																				
MAERSK PHUKET	1172	9-Dec					11-Dec																				
MAERSK PHUKET	1174	17-Dec					19-Dec																				
MAERSK PHUKET	1176	25-Dec					27-Dec																				
MAERSK PHUKET	1178	2-Jan					4-Jan																				
APL Paradise	004	1-Nov									2-Nov														6-Nov		
MOL priority	023	8-Nov									9-Nov														13-Nov		
APL London	024	15-Nov									16-Nov														20-Nov		
APL Italy	001	22-Nov									23-Nov														27-Nov		
APL Dubai	007	29-Nov									30-Nov														4-Dec		
APL Precision	004	6-Dec									7-Dec														11-Dec		
APL Precision	006	13-Dec									14-Dec														18-Dec		
APL Tokyo	003	20-Dec									21-Dec														25-Dec		
HS HAYDEN	1102	4-Nov					20-Nov																				
MAERSK IVERNESS	1120	11-Nov					27-Nov																				
SPRING R	1114	18-Nov					4-Dec																				
MAERSK INNOSHIMA	1118	25-Nov					11-Dec																				
MAERK IZMIR	1114	2-Dec					18-Dec																				
MAERSK IVERNESS	1122	9-Dec					25-Dec																				
MAERSK INNOSHIMA	1118	16-Dec					1-Jan																				
MAERSK IVERNESS	1118	23-Dec					8-Jan																				
CMA CGM BELLINI	EP806W	7-Nov															7-Dec										
CMA CGM FRANCISCO	EP808W	15-Nov															16-Dec										
CMA CGM VERDI	EP810W	23-Nov															23-Dec										
CMA CGM ROSSINI	EP812W	1-Dec															31-Dec										
CMA CGM STRAUSS	EP814W	9-Dec															8-Jan										
CMA CGM WAGNER	EP816W	17-Dec															16-Jan										
CMA CGM CHOPIN	EP818W	25-Dec															24-Jan										
NICOLAS DELMAS	SWA425S	20-Nov										8-Dec											1-Dec				
ILLIE DELMAS	423	2-Dec										20-Dec											13-Dec				

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. ALSO DIRECT SERVICES TO CHENNAI, DOHA, RIYADH, AND SHARJAH

outbound

SAILING SCHEDULE

dubai

VESSEL	VOY	JEBEL ALI	ABU DHABI	ADEN	ALEXANDRIA	ACABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	FELIXSTOWE	GENOA	HAMBURG	HODEIDAH	JEDDAH	KARACHI	KUWAIT	MOMBASA	MUSCAT	NHAVA SHEVA	PORT SUDAN	RIYADH	ROTTERDAM	SINGAPORE		
DELMAS KETA	SWA427S	14-Dec										1-Jan										25-Dec							
CMA CGM KAILAS	425	26-Dec										13-Jan											6-Jan						
KUMASI	SWA429S	7-Jan										25-Jan											18-Jan						
TBN 01	427	19-Jan										6-Feb											30-Jan						
NICOLAS DELMAS	SWA431S	31-Jan										18-Feb											11-Feb						
KRETA	1143	5-Nov																					7-Nov						
KRETA	1145	12-Nov																					14-Nov						
SAFMARINE NGAMI	1127	19-Nov																					21-Nov						
KRETA	1149	26-Nov																					28-Nov						
KRETA	1151	3-Dec																					5-Dec						
KRETA	1153	10-Dec																					12-Dec						
KRETA	1155	17-Dec																					19-Dec						
KRETA	1157	24-Dec																					26-Dec						
MAERSK DANANG	1113	7-Nov								12-Nov																			
MAERSK DANANG	1113	13-Nov								18-Nov																			
MAERSK VIRGINIA	1109	19-Nov								24-Nov																			
MAERSK DUNENDIN	1109	25-Nov								30-Nov																			
MAERSK MONTANA	1111	1-Dec								6-Dec																			
MAERSK DRUMMOND	1111	7-Dec								12-Dec																			
CELA	1113	13-Dec								18-Dec																			
MAERSK IOWA	1109	19-Dec								24-Dec																			
APL Paradise	004	1-Nov																										11-Nov	
MOL priority	023	8-Nov																										18-Nov	
Apl London	024	15-Nov																										25-Nov	
Apl Italy	001	22-Nov																										2-Dec	
Apl Dubai	007	29-Nov																										9-Dec	
APL Precision	004	6-Dec																										16-Dec	
APL Precision	006	13-Dec																										23-Dec	
APL Tokyo	003	20-Dec																										30-Dec	
HYUNDAI GENERAL	534E	7-Sep	2-Nov																	10-Sep									
HYUNDAI DISCOVERY	505E	14-Sep	9-Nov																				17-Sep						
HYUNDAI FREEDOM	507E	21-Sep	16-Nov																				24-Sep						
HYUNDAI CONFIDENCE	507E	28-Sep	23-Nov																				1-Oct						
HYUNDAI HIGHNESS	507E	5-Oct	30-Nov																				8-Oct						
HYUNDAI INDEPENDENCE	042E	12-Oct	7-Dec																				15-Oct						
HYUNDAI COLOMBO	535E	19-Oct	14-Dec																				22-Oct						
HYUNDAI GENERAL	506E	26-Oct	21-Dec																				29-Oct						
ERIC G GIBSON	230	2-Nov																					4-Nov						
ERIC G GIBSON	231	8-Nov																					10-Nov						
ERIC G GIBSON	232	14-Nov																					16-Nov						
ERIC G GIBSON	233	20-Nov																					22-Nov						
ERIC G GIBSON	234	26-Nov																					28-Nov						
ERIC G GIBSON	235	2-Dec																					4-Dec						
ERIC G GIBSON	236	8-Dec																					10-Dec						
ERIC G GIBSON	237	14-Dec																					16-Dec						
ERIC G GIBSON	238	20-Dec																					22-Dec						
HS HAYDEN	1102	4-Nov																											
MAERSK IVERNESS	1120	11-Nov																					11-Nov						
SPRING R	1114	18-Nov																					18-Nov						
MAERSK INNOSHIMA	1118	25-Nov																					25-Nov						
MAERSK IZMIR	1114	2-Dec																					2-Dec						
MAERSK IVERNESS	1122	9-Dec																					9-Dec						
MAERSK INNOSHIMA	1118	16-Dec																					16-Dec						
MAERSK IVERNESS	1118	23-Dec																					23-Dec						
NEDLLOYD OCEANIA	1118	7-Nov			21-Nov																								
NORTHERN PIONEER	1114	14-Nov			28-Nov																								
NEDLLOYD AFRICA	1118	21-Nov			5-Dec																								
NEDLLOYD ASIA	1116	28-Nov			12-Dec																								
CONTI SHANGHAI	1112	5-Dec			19-Dec																								
NEDLLOYD AFRICA	1114	12-Dec			26-Dec																								
NEDLLOYD EUROPA	1108	19-Dec			2-Jan																								
NEDLLOYD AMERICA	1122	26-Dec			9-Jan																								
MAERSK DANANG	1113	1-Nov								21-Nov																			
MAERSK VIRGINIA	1113	9-Nov								29-Nov																			
MAERSK DUNENDIN	1109	17-Nov								7-Dec																			
MAERSK DANANG	1109	25-Nov								15-Dec																			
MAERSK MONTANA	1111	3-Dec								23-Dec																			
MAERSK DRUMMOND	1111	11-Dec								31-Dec																			
CELA	1113	19-Dec								8-Jan																			
MAERSK IOWA	1109	27-Dec								16-Jan																			
CMA CGM BELLINI	EP806W	7-Nov																											
CMA CGM FRANCISCO	EP808W	15-Nov																											
CMA CGM VERDI	EP810W	23-Nov																											
CMA CGM ROSSIN	EP812W	1-Dec																											
CMA CGM STRAUSS	EP814W	9-Dec																											
CMA CGM WAGNER	EP816W	17-Dec																											
CMA CGM CHOPIN	EP818W	25-Dec																											
CMA CGM PUCCINI	EP820W	2-Jan																											

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. ALSO DIRECT SERVICES TO CHENNAI, DOHA, RIYADH, AND SHARJAH

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Marketing Coordinator
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Coordinator
Business Development Manager
Coordinator
Team Manager
Executive
Sr. Coordinator
Coordinator
Coordinator
Coordinator
Team Manager
Sales Executive
Sales Executive
Sales Executive
Sales Coordinator
Sales Coordinator
Sales Coordinator
VP Business Development
Key Account Manager
Sr. Sales Coordinator
Manager
Asst. Manager
Team Leader
Sales Executive
Coordinator - Pricing
Operations Executive
Coordinator
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Coordinator
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Hassan Haji
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Coordinator
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Manager - Admin
Exe. Secretary - Chairman's Office
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Asst. General Manager
Branch Manager
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Coordinator
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Head- Corp. Communications

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Abdulrahman Amin
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General Manager

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Regional Manager

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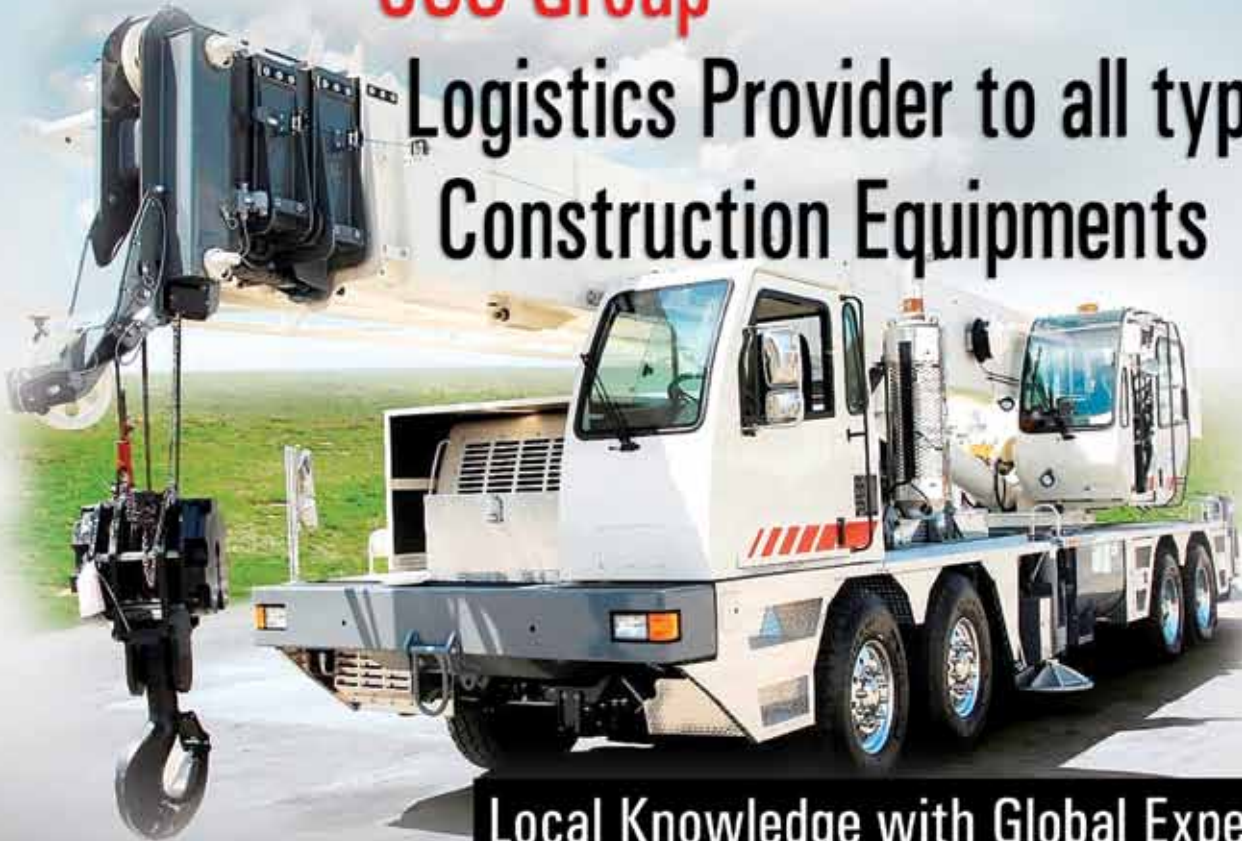
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