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JAN-FEBRUARY 2012

# Lighthouse

Bi-monthly publication of CSS Group

*Welcome*

2012

CSS & NAOURI TEAM UP

CSS SALES STRATEGY MEET 2012

GREEN AVIATION & LOGISTICS





# PROJECTS OIL & ENERGY



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# Lighthouse

## CHAIRMAN'S MESSAGE



T S Kaladharan

Wishing you all "A Happy New Year 2012" is a greeting that is worth repeating because looking back over the past twelve months gives me great cheer. We have been given tremendous support by the cargo fraternity during the course of year 2011 that passed by. It is therefore with great joy that we welcome the New Year, as I look forward to 2012 with enthusiastic optimism.

I am thankful for the support and cooperation from all our agents, associates, well-wishers and most importantly our staff at CSS who have contributed throughout the year 2011. Regardless of the global economic setbacks and its

financial instability, we were successful in riding across complex situations. I believe it was our timely strategic planning and our readiness to think "out of the box" which proved to be the major contributory factors.

A recent article published in The Washington post makes comment about the change of business approach being recently made by Indian IT companies. Entrepreneurs are shifting their businesses from servicing corporate giants, to developing high value technology products based on intellectual property. India is no longer content to remain as the business process outsourcing centre of the world. Instead focus is being concentrated on the

next generation's revolution.

In a similar way it was our adaptability which we discussed at our recently concluded "Sales Strategy Meet" in Dubai. The theme we adopted was "Foresee the future" - Delivering services today whilst planning for tomorrow. It is a similar spirit a New Year brings and I am convinced that at CSS we can proudly say, "The best is yet to come".

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JAN-FEBRUARY 2012



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F O R P R I V A T E C I R C U L A T I O N O N L Y

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# BREKBUK AMERICAS SETS NEW ORLEANS ATTENDANCE RECORD



The 22nd Annual Breakbulk Americas Transportation Conference and Exhibition set a new record for New Orleans attendance recently with a strong turnout of 3,342 attendees and 238 exhibitors. The event was held from October 24-27, 2011 at the Ernest N. Morial Convention Center in New Orleans.

CSS Group was well represented during the exhibition, led by Ken Dinnadge, VP Business Development, Sreenath V, General Manager CSS Projects, Oil & Energy, Roshon Manoli, Route Development Manager, North America, Amith Horra, Marketing Manager, and Chandrakala(CK) Asst. Manager, NVOCC Operations. From IFS Doha, Oliver Hahn, Regional Manager was also in attendance.

**“Being one of the largest and most important gathering in the Americas for companies involved in the shipping of heavy-lift, out of gauge project cargo and traditional Breakbulk cargoes, Breakbulk Americas was the perfect platform for CSS and its network partners to introduce its products and services**

**whilst networking and developing relationships with the leading specialized carriers, forwarders, ports, terminals and packers who have the expertise and resources to handle oversized cargoes with unique handling requirements”** - Sreenath V, General Manager CSS Projects, Oil & Energy, CSS Dubai.

The conference program showcased industry leaders and noted analysts during four days of education sessions and conference panel discussions, which addressed the project cargo market outlook, carrier solvency, new Incoterms, modularization trends and controlling contract costs, among other issues facing the Breakbulk and heavy-lift sectors.

In addition to the conference program and bustling exhibition hall, Breakbulk Americas 2011 hosted Breakbulk Education Day; the first annual Rickmers Golf Tournament, which raised \$2,800 for the New Orleans Chapter of Habitat for Humanity; the Breakbulk Business Run, which brought together 40 runners for networking and charity, a

certificate program in project cargo management and a heavy-lift technical workshop sponsored by Proven Logistics Solutions.

Breakbulk Americas is one of three major conferences and exhibitions organized annually by UBM Global Trade's Breakbulk division. Breakbulk Americas will return to Houston October 9-11, 2012.

In addition to the trio of annual conferences and exhibitions, Breakbulk Events will premiere a trio of two-day congresses in 2012: Breakbulk South America in Rio de Janeiro in August 2012, Breakbulk India in Mumbai, India in November 2012, and Breakbulk Africa in Cape Town, South Africa in September 2012.



# HAND PICKED

## A DEDICATED TEAM FOR FREIGHT FORWARDING

CSS has recently started a dedicated freight forwarding division, to cater to new business trends in the industry. Since its inception, CSS has been successful in providing the best freight forwarding service worldwide. In order to cope with international and local business expectations, CSS has created a specialized team, chosen specifically for their high level of industry expertise, to lead this new venture.

Massimilano Spina was appointed Vice President Freight Forwarding UAE, a member of the freight forwarding industry for over twenty years; he is excited to be strengthening up the division within the CSS Group portfolio. "One of the biggest challenges, which I will have to take on is making clients and the industry aware of a company that is primarily known for its NVOCC and projects." Another challenge that Massimilano Spina is excited to take on is developing a network of global and local agents that are purely freight forwarders, and experts in their region.

In order to maximize the growth potential of the freight forwarding industry, three business development



Team - Freight Forwarding

managers, with extensive experience in different facets of the industry will be joining Massimilano Spina, Richard Varghese, Raju Pandeti and Kunal Wadhvani.

With over 12 years in the industry, Raju Pandeti has ample experience in FCL export, Air export, FCL Import, Air import and cross trade both internationally and locally. "I have chosen CSS Group as my next stepping stone in the freight forwarding industry because of this reputa-

tion as a market leader in the shipping and logistics industry."

Richard Varghese, has always enjoyed the challenges and successes of being in sales, he believes it is truly an effort related business. Having been in the forwarding industry for the last 10 years he is truly excited to be part of the CSS family given its reputation and believes that working under this CSS name will give him an edge in the competitive sales industry.



## CSS GROUP TEAMS UP WITH NAOURI GROUP FOR ITS IRAQ SERVICES



CSS Group is delighted to announce its latest service offering to the Republic of Iraq!

CSS Group has teamed up with a well established and reputable service partner the Naouri Group as part of its strategic alliance and Middle Eastern expansion program.

This alliance enables CSS and its global partners, the opportunity to be involved in Iraqi destined traffic due to the strategic importance of this market from the United Arab Emirates and the rest of the world.

Through this cooperation CSS will share in the largest segment of Iraqi Cargo arriving into the United Arab Emirates for transit to Iraq.

The synergy between CSS Group and Naouri Group will develop customized cargo services to all major ports and cities in

Iraq offering support from six operational offices in the following areas of Iraq:

- BAGHDAD
- BAGHDAD INTERNATIONAL AIRPORT
- BASRA
- ERBIL
- TREBIL
- UM QASR

Together, CSS Group and Naouri Group will be focusing on all facets of freight forwarding which includes a team of logistic experts dedicated to handling services ranging from, Air Freight, Breabulk, Cargo Inspection, Customs Clearance, Heavy Equipment Logistics, Land Transportation, Projects, Oil & Energy, Freight Forwarding, Ocean Freight, Shipping Agencies, and Warehousing and Distribution.

# CSS GROUP & PETERS & MAY TO EXHIBIT AT ONE OF THE WORLD'S MOST INFLUENTIAL BOAT SHOWS



The 2012 Dubai International Boat Show is preparing to celebrate two decades of unrivalled success across the Middle East and a meteoric rise in its status worldwide. With three months still to go until the celebrations begin, Dubai International Boat Show running 13 – 17 March 2012, has already had to increase its exhibition space at the Dubai International Marine Club – Mina Seyahi to cater to an unprecedented 750 international and regional exhibiting companies and brands. CSS Group and Peters & May will be exhibiting its first class products and services in the Luxury Supplies and Services Area of the Dubai International Boat Show, stand number LSS-D3. With the strong Middle East demand for small and medium luxury, leisure and fishing boats, the show's external area has also expanded; there will be an additional 30% of dry land exhibition space to cater to this burgeoning market.

Following an estimated AED 1 billion worth of sales as a direct result of the last show,

the event is also widening its global reach even further in 2012. Exhibitors from more than 40 countries will be taking part including debut appearances from several new nations from as far afield as Madagascar and Tunisia.

The continuing rise in tourism numbers combined with the ongoing confidence in the shipbuilding industry and some of the best sailing waters in the world, has made this one of the most attractive regions to both industry investors and private owners. With the calibre of international exhibitors, Dubai's advanced infrastructure and the event's stunning location, this is now one of the most influential and enjoyable boat shows in the world.

"The Dubai International Boat Show is a vital platform for some of the most impressive, best known and a natural choice for the most prestigious Yacht and Marine logistics companies in the Middle East. This event is by far the best in the Middle East to both illustrate and increase CSS



Group's and Peters & May International success," said Edward Morgan, Manager-Yacht & Marine Logistics CSS Group/Peters & May.

"The Dubai International Boat Show has not only maintained its position as an essential event for the region's leisure marine industry, over 20 years it has become a vital gateway to the global boating market," he added.

Dave Holley, CEO of Peters & May added, "The Dubai International Boat Show has always been an important date on our boat show calendar as it is the perfect time for us to showcase the continued high quality of our services. The Arabian marine industry has grown substantially over the past 20 years, thanks mainly to the local manufacturers and the foresight of the local governments. We are fortunate enough to be partnered with CSS in Dubai as they continue to represent us in the best possible manner."

Other key segments of the show include the Super yacht Boulevard, exclusively reserved for the showcasing

of super yachts of 25 metres and above; the Marina Display Area, comprising of the largest on-water display in the Middle East; the Luxury Supplies & Services housing the finest luxury boat builders from around the world; and Equipment Supplies & Services, an indoor area filled with exhibitors specialising in products essential to the supply and servicing of the leisure marine industry.

And following on from the hugely successful inaugural Supercar Promenade last year, the finest models on four wheels will be back in force at the show with world class marques that will align perfectly with the prestige of the high end boating brands.

The 20th anniversary of the Dubai International Boat Show will be held at the Dubai International Marine Club – Mina Seyahi from 13 – 17 March 2012 and will open to trade visitors and the general public from 3:00pm – 9:30pm daily.

Please visit CSS Group/Peters & May @ Stand Number LSS-D3- Luxury Supplies and Services Area.







## DUBAI PRE-OWNED BOAT SHOW A RESOUNDING SUCCESS AS SALES EXCEED AED 26 MILLION

Nearly 6,500 visitors flocked to the stunning Dubai Creek Marina for the second ever Dubai Pre-Owned Boat Show held from November 17-19, 2011 which was officially inaugurated by HH Shaikh Mansour bin Mohammed bin Rashid Al Maktoum.

Prospective and existing boat owners from around the region, as well as fun-seeking families headed to the Dubai Creek Marina to view the striking pre-owned boats for sale as well as take part in exciting activities on the water including a Jet Ski competition.

Despite the frivolity of the occasion, business remained a key focus and the event proved to be a phenomenal success with 22 boats sold at a combined price of over AED 26 million. The highly sought-after Princess 50 was snatched off the market on the first day itself at the competitive price of AED 4 million. Separately, the top two buyers bought boats totaling AED 7.5 million respectively, including a pristine Azimut 62 for AED 4 million. Sales were not limited to boats alone,

as the event provided a 'one stop-shop' with a complete range of retail offerings from the marine and leisure industries.

CSS Group and Peters & May, first time exhibitors took advantage of their booths prime location by catering to the numerous Yacht and Marine Logistics inquires for first time and repeat yacht buyers. "The tremendous response of the show and the vibrant atmosphere was essential for our networking and service offerings to all customers. By having our booth in a prime location we were able to attract large crowds whilst providing first class yacht and marine logistics services to all. The positive response gathered from the show, ensures CSS Group and Peters & May will be exhibiting in 2012. Having increased the exhibitor area this year by 20% we successfully served as a platform to directly engage buyers and sellers of pre-owned boats, marine equipment and boating services. As an established leader in the UAE boating community, CSS and Peters & May believe in providing support to local initiatives & our



partners the Dubai Creek Golf & Yacht Club," added Edward Morgan, Manager Yacht and Marine Logistics, CSS Group/Peters & May.

Speaking on the event's success, Mustafa Al-Hashimi, Club Manager of Dubai Creek Golf and Yacht Club said, "Following the successful debut of the Dubai Pre-Owned Boat Show last year, we are thrilled to see that this year's event has surpassed the last. The show was eagerly received by not only boating enthusiasts from around the region, but many families from the local community. With boat sales topping AED 26 million, the overwhelming demand for the second Dubai Pre-Owned Boat Show truly demonstrates that there is a strong and growing appetite for pre-owned boats in the region which this event is able to satisfy, and we very much look forward to building on this success for next year's event."

The Dubai Pre-Owned Boat Show took place from 17-19th November at Dubai Creek Marina which showcased 85 boats to the value of 55 million, ranging from a 25ft to 88ft and from 30,000AED to 22 million AED.



## YACHT & MARINE LOGISTICS

CSS / Peters & May organized for the Radar Tower to be removed from the Formula 48 Sport Yacht in order to reduce the height of the boat and ensure its safe transportation. It was then collected, shrink-wrapped, loaded, lashed and exported to Houston Texas, USA aboard NSCSA vessel as a RORO shipment.



# CSS SALES STRATEGY MEET 2012



**F**oresee the Future...!! Since its inception 16 years ago as a freight forwarding company, established in Dubai, UAE, CSS has achieved several milestones over the years. By foreseeing the future prospects we have broadened our expertise to cut through new horizons in the global frontier by generating new business alliances and also introducing new products in the market, which means, we need to understand the current changes that will benefit us in the future or the risks we need to learn to avoid.

The CSS annual Sales Strategy Meet was held at the Mövenpick Hotel Jumeirah Beach on 10 and 11th of December 2011. The CSS Senior management and various department heads with overseas guests Oliver Hahn from IFS Doha, Jairam KR from CSS India, Dean Landers and Hussain from CSS Kuwait were part of the sales meet. The department heads gave presentations about the achievements and sales activities for the year 2011, which was reviewed by the senior management. They proposed ideas and strategies for the upcoming year 2012. The core purpose of analyzing the market trends and the business prospects in the market, the sales meet gives an accurate platform for the different departments to discuss and share valuable business aspects which helps in the future development of the company. There were breakout sessions with team building activities, which helped the attendees to take a break and also socialize as different groups.

Amith Horra, Chandrakala, Cheryl Annes, Deepu S Dev, Narayan and Bijesh headed the CSS Sales Strategy Meet committee. CSS extends its sincere gratitude to all attendees and are thankful for the cooperation it received to make this event a grand success.





## HEAVY EQUIPMENTS - CSS ABU DHABI



CSS Abu Dhabi has successfully completed the export of 26 units of welding machines along with 3 containers. The cargo volume was approximately 1400 CBM and the machines were exported from Jebel Ali to Xingang for one of the most valued customers based in Abu Dhabi. The heavy equipment department at CSS Abu Dhabi with the support of Ken Dinnadge, V P Business Development and under the supervision of Sujin Asst. Manager - Sales and his team, handled these cargos. The cargo was transported using low-bed trailers whilst arranging the lashing and securing done onsite under the supervision of CSS Abu Dhabi. Strategically located throughout the world, CSS has the global expertise and business alliances that specialize in heavy equipment movements worldwide. Local Knowledge with Global Expertise.

## PROJECTS, OIL AND ENERGY



The Projects, Oil and Energy department facilitated a challenging transport movement (due to the size / weight of the transformers) for a Power project in the recent times. They were designated to receive the 4 x 335 Tons transformers, 4 x 50 Tons reactors and accessories of about 2500 CBM directly from the heavy lift vessel at Hamriyah Port - Sharjah onto hydraulic multi axle trailers for onward movement to the Ajman site location and installation onto the foundation by jacking

and skidding. CSS Projects, Oil and Energy department is known for the professionalism and expertise in the movement of the over dimensional cargos. The entire project was supervised by the CSS staff from the time it arrived at the port until the heavy pieces were installed onto its final position. The entire job was completed within the committed time frame by CSS in close coordination with port, traffic department and onsite team of professionals.



## CSS LOGISTICS

Recently, CSS Logistics completed an Air Charter operation from Sharjah, UAE and Hamburg, Germany to Kandahar, Afghanistan. The charter operation was carried out on 16 x B747 and 2 x AN124 from Sharjah to Kandahar and 2 x AN124 from Hamburg to Kandahar. The operation included vehicles, 4 wheel drives, buses, vans and included heavy equipment such as a 60 Ton crane and Reach Stackers. The entire job was facilitated under the specialist supervision of Qais Abdulla, Branch Manager CSS Logistics, Jebel Ali and his team of experts. This job was one of the principal air charter operations undertaken by CSS Logistics and it was accomplished within a limited period of time, 26 days with highest level customer satisfaction achieved.





# WHERE THE WORLD COMES TOGETHER

## THAILAND PAVILION DUBAI GLOBAL VILLAGE

For the past 15 years, Global Village has been providing cultural entertainment along with an international shopping experience to millions of visitors. Breathtaking live performances, mouth-watering cuisine, authentic handicrafts and merchandise from different countries are all on display at the many national pavilions in Global Village.

Since the inauguration in 1997, Global Village has become the key entertainment and shopping destination in the region. It includes rich diverse cultures and civilizations and offers a diverse range of restaurants and shops from across the world. There are many more attractions, including thrilling rides, games and firework displays, to complete your Global Village experience. Global Village runs from 1 November 2011 to 3 March 2012.

The CSS Air Freight and Ocean Freight division of CSS Group has been appointed yet again the exclusive agent to handle all the fresh fruits, garments, accessories and general merchandise from Thailand that will be retailed at the highly successful Thai Pavilion at the

Dubai Global Village.

CSS Group will handle over 150 tons of fresh fruits, garments, accessories and general merchandise during the months of November to March 2012. Due to the perishable nature of the fruits, the cargo handler must be able to immediately process the documents required through various authorities during a short period of time, and offer clearance and refrigerated transport to the site at Dubai Global Village.

Mr. Jacob Isaac, General Manager, Air Freight Division, CSS Group commented "The CSS Air Freight team based at CSS Dubai Cargo Village, have an array of expertise and are geared to handle any specific or special need at any time to ensure our clients needs and time frames are met." Mr. Ahmed Al Rais, Senior Vice President, Air Freight Division, CSS Group stated, "The cargo for the Thai Pavilion is an exciting opportunity for us and over the years we have met each challenge positively, which was completed successfully during the given time frames. Our professional approach in handling all queries error free has been the



cornerstone of our success." Mr. Tony, Managing Director Vega Intertrade & Exhibitions, (The Organizer of Thailand Pavilion at Global Village) commented, "There has been a steady rise in the number of visitors to Global Village over the past 15 years. These guests come from all over the world to join in the festivities and fun featuring different countries. The number of both visitors and pavilions continues to rise. It is a testament to the immense success Global Village has achieved and plans to continue achieving for many more years to come. We are tremendously delighted with the professional service and transparency thus far received from the CSS Group staff and we look forward to continually building upon our business relationship with them." Ms. Mayuree (Molly) Phangp-

hun, Managing Director-Molly Thai Tropical Fruit and Molly Spa added, "Global Village, the largest outdoor family entertainment venue in the region and member of Tecom Investments, has received 1.25 million visitors since the opening on 1st November till now. This is a substantial increase from last year's show. Global Village is always keen on the development and modernization in all facilities. It is also the culmination of the continued success of Global Village to attract millions of visitors every year. CSS Group is always available to assist us when necessary even during weekends, which are a peak time for us here at the Global Village. The on-call service standards offered are excellent and we look forward to working with them for more projects relating to the success of the remaining months of Global Village."



## FACTS AND FIGURES

- 2010 28 country pavilions and 4.5 million visitors
- 2009 28 country pavilions and 4.4 million visitors
- 2008 28 country pavilions and 4.5 million visitors
- 2007 59 days, 39 country pavilions and 4.2 million visitors.
- 2006 129 days, 40 country pavilions and 2.1 million visitors.
- 2005 Global Village reaches its 10-year mark with a new location and longer operation period. 79 days and 5 million visitors.
- 2004 Global Village shattered records with 5.2 million visitors and 38 participating countries.
- 2003 3.1 million visitors with 31 participating countries.
- 2002 2.33 million visitors with 28 pavilions.
- 2001 1.68 million visitors with an increase of pavilions to 25.
- 2000 The number of visitors and pavilions saw increases to 1.59 million and 22, respectively.
- 1999 1.45 million visitors with a stable pavilion number of 20.
- 1998 1.2 million visitors and 20 pavilions from countries around the world.
- 1997 In it's second year, Global village had 900,000 visitors. The number of participating countries reached 18.
- 1996 Global village was initially a small site along the Dubai Creek with small kiosks representing different countries. In it's first year, Global village had more than 500,000 visitors.





# GREEN AVIATION & LOGISTICS GROUP REALISES ITS VISION TOWARDS PROTECTING THE ENVIRONMENT



Consolidated Shipping Services

The 3rd Green Aviation & Logistics Group Networking Event organised by Arabian Reach saw the attendance of both members and prospective ones to see how companies can involve environmental protection in their daily lives and companies.

Green Aviation & Logistics Group is a special interest group under Dubai Economic Development office, being developed solely to promote the importance of green Aviation & logistics in the Middle East. The Group has eventually developed as a collaborative network of green aviation & supply chain experts, with a general or specific expertise in the areas, where aviation & logistics companies can improve their environmental performance of the supply chain.

In the opening words of the Founding Chairman Dr Khaled Almazroui, General Manager Fujairah International Airport, "This is a good arena for everyone to join in promoting the Green initiative in the Middle East". Dr Khaled welcomed everyone present encouraging them in their efforts to promote this course. GALG already boasts of eminent personalities from the aviation and logistics industry, who have evinced to be a part of it; thus, a global effort to protect

the environment.

The Green Aviation & Logistics Group plans to have a training centre in the near future; where in there will be in-depth transfer of research results. The GALG member companies, authorities, governments and international companies and organizations, will have regular exchanges that will cover technical innovations and other drivers, like eco-design of engines, systems, GTL technology, fuel from algae, waste management, etc.

Eng. Mahmood Al Bastaki, Director of Dubai Trade Department-Dubai World was the first presenter for the evening and his based his presentation on Dubai Trade and how it is Facilitating Trade & Logistics through Dubai as well as the Significance of Trade in UAE which revealed that Trade and Logistics is the sole business hub in UAE and Dubai especially.

Eng. Mahmood Al Bastaki also looked at the Value of Trade in Dubai as the main push to the Commitment of Dubai Government to the Trade & Logistics sector considering the fact that a lot of Evolution has occurred in the Trade sector. In early 2000, the need for efficient, transparent and secured cross border trade mandated the

creation of a single window by the Ports, Customs & Free Zones Authority. "This is growth and Development" he added

Eng. Mazen Altoukhi, General Manager of Green Car Rental-Dubai, equally gave an elaborate presentation on Green Car Rental as the present and Future way of going Green. He drew examples from the various ways at which this can be done considering the fact that we cannot do without cars in our world of today and in the business milieu.

Eng. Mazen Altoukhi also looked at the differences between the Electric vehicle and the hybrid car, coming out with the clear distinction that the former will use the Electric motor for propulsion rather than being powered by the gasoline powered motor; while the later refers to an automobile that has both a conventional gas engine and a bank of batteries and shares the demand for power between these two sources.

## Why Go Green?

"Charging up at home means never going to the gas station and electric cars require almost none of the maintenance, like oil changes emission checks that internal combus-

tion cars require. Electric motors develop their highest torques from zero rpms, meaning fast (and silent) - Zero-60 acceleration times" he added.

To drive 36,000km with a gas engine car, compared to Hybrid and electric cars, Eng. Mazen Altoukhi emphasized that the benefits come in terms of Cost and CO2, which is the green move we are heading for.

Special invitees for the evening were Amith Horra, Marketing Manager, CSS Dubai and Deepu S Dev, Marketing Coordinator CSS Dubai.

"Attending such events is crucial in this day and age whereby Go Green initiatives are being commonly carried out by organizations from all industries worldwide. It is vital that we continue to educate ourselves on new trends and developments and share this with our colleagues. As an organization that is active in various Green initiatives across the CSS Group, Go Green is a realisation of CSS Group's vision. I would like to thank Arabian Reach for hosting an informative and well executed event whereby we were able to network with industry leaders and innovators adopting various Go Green initiatives," added Amith Horra, Marketing Manager, CSS Dubai.





## FPS AGM-BALI INDONESIA

FPS Group recently held their annual AGM (Annual General Meeting) at the Intercontinental Bali Resort in Indonesia from October 18-21st, 2011. The FPS AGM is a platform for its members around the world to participate in networking sessions with other freight forwarders from across the globe whilst discussing new trends and opportunities amongst the freight forwarding fraternity.

CSS Group was well represented during the AGM with active participation from its network offices. Dean Landers, General Manager CSS Kuwait, Jairam KR, Director CSS India, Rajesh Arora, Asst. GM Import CSS India, Narayan R T, General Manager CSS Bahrain, Siby C Kurian, General Manager Sales & Marketing, CSS Dubai & Rajagopal, Sr. General Manager Finance, CSS Dubai attended the prestigious FPS AGM 2011.



## Loving Moments

Jean-Paul van Munster, FPS Managing Director Rotterdam and Hetty Hof with the crystal memorabilia, presented by T S Kaladharan, Chairman CSS Group for their engagement during the FPS annual general meet in Bali, Indonesia.

*CSS Group wishes you a successful journey together.*

# CSS Homeward Bound

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Member of the Canadian Association of Movers (CAM) & International Association of Movers. (IAM)





## RAAG MALHAR FRIENDS ASSOCIATION



Friends association celebrated its 7th anniversary on November 18th 2011 at Dubai Women's College Auditorium. As the main sponsor, CSS has been continuously supporting Friends Association over the years as part of the CSR activities and its always a proud moment to be part of the auspicious event.

The event named Raag Malhar – The Musical fusion was inaugurated by the Indian Counselor with the other dignitaries and also the souvenir named SMRITHI was released by The South Indian film director Blessy. The evening comprised of musical fusion and also dance forms from various artists from South India.

# UTSAVAM 2011



**THIRANOTTAM**, a fraternity of art-lovers of the traditional art forms of Kerala, is a not-for-profit organization formed and functioning for the promotion of these art forms and the artistes. Thiranottam's purpose and activities are to increase awareness and comprehension of classical performing arts of Kerala by conducting appreciation sessions, organizing stage shows of renowned professional artistes and providing a platform for the young and promising talents.

The curtain has been lifted on the 4-day cultural festival Utsavam'11, the fifth in its series, which has been showcasing the traditional and rich, classical arts of Kerala in UAE from 2007 onwards. The Indian Consul General, His Excellency Sanjay Verma, and Padma Shree Kalamandalam Gopi, the eminent Kathakali artiste, and Padma Shree Mattannoor Shankarankutty Maraar, the virtuoso chenda player, inaugurated the event on 4th November 2011. It showcased more and more classical art forms from the realms of Natya Sastra (Science of Acting) to the UAE audience. With Koodiyaattom and Kathakali being the flag bearers of this Indian Science, Thiranottam thought it appropriate to coin the term International Koodiyaattam and Kathakali Festival (IKKF). Utsavam '11 was grander than its predecessors, with greater emphasis on Taalam and Layam. World-renowned Chenda celebrity Padma Shree Mattannoor Sankaran Kutty has kindly consented to set the right tempo for this year's festival. Apart from Thayampaka, the four-day event showcased various art forms like Koodiyaattam, Keli, Purappadu, Melappadam and Kathakali.

CSS Group was one of the main sponsors for the event.





## KPL TWENTY 20 TEAM ALLEPPEY RIPPLES BY CSS GROUP



CSS Group is pleased to announce its purchase of Team Alleppey Ripples for the next 5 seasons of the Kerala Premier League (KPL). The investment in the team shows the continuous support of CSS towards the sporting fraternity of the United Arab Emirates offering first class facilities for all sporting events.

Dubai will stage the richest domestic Twenty20 cricket tournament in UAE history in the name of the Kerala Premier League (KPL), which is set to begin from January 20th until

February 24th, 2012 at the International Cricket Council Global Cricket Academy grounds.

The tournament is organised under the auspices of the Dubai Cricket Council (DCC) and the prize money for the winners of this tournament is Dh60,000 — the highest prize to be offered to a domestic team.

The tournament will be held along the lines of the Indian Premier League and has Indian pacer Shantakumaran

Sreesanth as the brand ambassador.

South Indian film superstars Bharat Suresh Gopi, along with actress Bhamaa, are also brand ambassadors.

KPL Dubai is an event in consideration to bring in the regional fire of cricket with huge Asian population in the United Arab Emirates and the game is formed in such a manner that the presence of all cricket playing nationalities involved in the game. A total of 16 teams consisting of 14

districts of Kerala and 2 zonal teams namely Malabar and Travancore with each team consisting of a minimum of 3 players from Kerala in and remaining from the local talents, with one player under the age of 22 and a maximum of 2 international players with prior approval from the Dubai Cricket Council.

For further information, please visit:

[www.kpldubai.com](http://www.kpldubai.com) &  
[www.cssgroupsite.com](http://www.cssgroupsite.com)



BTL GOLF

## KEN WINS BTL DESERT CHALLENGE

CSS DUBAI VP KEN DINNADGE WINS THE BTL DESERT CHALLENGE, DUBAI CREEK GOLF AND YACHT CLUB NOVEMBER 16, 2011



Deriving its name partly from the golfing expression 'Tiger Line' BTL now hosts 9 regional tournaments from Dubai to Korea with the main competition being the 'BTL Masters' held every September in Singapore, which is well supported by the global shipping industry.

Places at these events are much sought after and what better way to host clients than a round of golf where for 4-5 hours some sunshine, fresh air and conversations can be shared by all.

CSS's own Ken Dinnadge upon his return to competitive golf tournaments won this Year's Desert challenge in style after an 18-month absence from the Dubai shipping fraternity's competitions.

Ken said, "I was thrilled to have been part of this tournament taking into account the international field of players which included some well known shipping CEOs and company owners. To take gold in this event was very special and is now part of history of BTL's event."

## LUCKY WINNER

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 November- December 2011 was **Jahir Hussain** from Baroworld Logistics, who walked away with gift vouchers valued at 200 AED from Carrefour, presented by **Deepu S Dev**, Marketing Coordinator, CSS Dubai.





# 40th UAE NATIONAL DAY CELEBRATION

CSS Head Office and CSS Jebel Ali offices celebrated the 40th UAE National Day by decorating the offices with balloons, flags, and various memorabilia's, which represent the UAE (United Arab Emirates) colors and its 40th National Day.



## 10 Principles for Peace of mind

### 1. DO NOT INTERFERE IN OTHERS' BUSINESS UNLESS ASKED:

Most of us create our own problems by interfering too often in others' affairs. We do so because somehow we have convinced ourselves that our way is the best way, our logic is the perfect logic and those who do not conform to our thinking must be criticized and steered to the right direction, our direction. This thinking denies the existence of individuality. No two human beings can think or act in exactly the same way.

**2. FORGIVE AND FORGET:** This is the most powerful aid to peace of mind. We often develop ill feelings inside our heart for the person who insults us or harms us. We nurture grievances. Get over this bad habit. Life is too short to waste in such trifles. Forgive, Forget, and march on.

**3. DO NOT CRAVE FOR RECOGNITION:** This world is full of selfish people. They seldom praise anybody without selfish motives. They may praise you today because you are in power, but no sooner than you are powerless; they will forget your achievement and will start finding faults in you.

**4. DO NOT BE JEALOUS:** We all have experienced how jealousy can disturb our peace of mind. Remember everybody's life is shaped by his or her destiny, which has now become his or her reality. If you are destined to be rich, nothing in the world can stop you. If you are not so destined, no one can help you either.

**5. CHANGE YOURSELF ACCORDING TO THE ENVIRONMENT:** If you try to change the environment single-handedly, the chances are you will fail. Instead, change yourself to suit your environment. As you do this, even the environment, which has been unfriendly to you, will mysteriously change and seem congenial and harmonious.

**6. ENDURE WHAT CANNOT BE CURED:** This is the best way to turn a disadvantage into an advantage. Every day we face numerous inconveniences, ailments, irritations, and accidents

that are beyond our control. If we cannot control them or change them, we must learn to put up with these things. We must learn to endure them cheerfully.

**7. DO NOT BITE OFF MORE THAN YOU CAN CHEW:** We often tend to take more responsibilities than we are capable of carrying out. This is done to satisfy our ego. Know your limitations. Reduce your material engagements and spend time in introspection and meditation. This will reduce those thoughts in your mind that make you restless. Uncluttered mind will produce greater peace of mind.

**8. MEDITATE REGULARLY:** Meditation calms the mind and gets rid of disturbing thoughts. This is the highest state of peace of mind.

**9. NEVER LEAVE THE MIND VACANT:** Keep your mind occupied in something positive, something worthwhile. Actively follow a hobby. Do something that holds your interest. You must decide what you value more: money or peace of mind. Your hobby, like social work or religious work, may not always earn you more money, but you will have a sense of fulfillment and achievement.

**10. DO NOT PROCRASTINATE AND NEVER REGRET:** Do not waste time in protracted wondering should I or shouldn't I? days, weeks, months, and years may be wasted in that futile mental debating. You can never plan enough because you can never anticipate all future happenings. Value your time and do the things that need to be done. It does not matter if you fail the first time. You can learn from your mistakes and succeed the next time. Learn from your mistakes, but do not brood over the past. DO NOT REGRET. Whatever happened was destined to happen only that way. Why cry over split milk?

Have a wonderful 2012!!!!

## Quotable quotes

*Keep away from those who try to belittle your ambitions. Small people always do that, but the really great make you believe that you too can become great.*

---- Mark Twain

*Only those who will risk going too far can possibly find out how far one can go.*

---- T S Eliot

*Truth never damages a cause that is just.*

---- M K Gandhi



# Is it just “3S” for you?

New Year in The West is traditional the time when tour operators start promoting their holidays. In England all the major holiday companies prepare, for what they hope, will be a bumper start to the booking season and usually television, radio and newspapers are full of adverts to tempt potential customers. The brochures invariable focus on “3S” - sun, sea and sand.

If you are this type of traveller then join the crowd. Whilst I enjoy similarly chilling out, as my media coaching seminars give I have an opportunity to travel, I have learnt that if you immerse yourself in a country’s culture your horizons and perspectives on life change for the better. I have learnt to be more tolerant of others and also I have grasped an understanding of being able to interactively learn, exchanging and developing ideas.

There sometimes some simple misunderstandings, especially when trying to communicate in different languages, which lead to amusing laughter. In the past few weeks I have travelled to Panama City in Panama, San Sal-

vador in El Salvador and Miami in USA, and I have had plenty of laughs. For example, my knowledge of Spanish is limited so when in San Salvador someone asked me if I wanted milk with my ice-cream, being English I said, “No”. Who ever heard of pouring milk on ice-cream? A short time later my ice-cream appeared. It was a sorbet. Apparently in El Salvador ice-cream, without milk, is a sorbet!

It is said that “travel broadens the mind” and if you are not just a “3S” person, I am sure you will agree. Whilst in Panama City I was taken, with some other specially invited guests, to a viewing of the Miraflores locks. This is the entrance to the Panama Canal from the Pacific Ocean side. Most people have to be happy viewing such things on video. The thrill of seeing big container ships like the APL Sardonyx, being slowly lowered to canal level using simple gravity and the locks, was amazing. This is especially so, when one considers that such operations have been carried out continuously since 1913.



DAVE EAGER

Again if you are not a typical “3S” holiday maker, you would have welcomed an invitation to “The Yellow House”. This building stands adjacent to the Panama Presidential Palace compound and from its terraces there is a panoramic view of the whole harbour water front skyline of Panama’s capital, Panama City.

The evening also included a traditional dance display by “The Ballet Folkloric”. To be able to see the wonderful dresses up close, with their magnificent gold adornments, was another amazing opportunity. Most tourists only ever get to see them from a distance. I would never have guessed that the “things” which looked nice were real gold. Many of the pieces had been handed down through family generations and were treasured not for their value, in terms of money, but for the history they conveyed.

I received a surprise in Panama because the same evening we were invited to the President’s Palace. Would you believe that in the grand entrance hall were very comfortable cages for herons? My companion explained that the Panamanian name for the palace is: “Palacio des las Garzas”. The English for garzas is herons and the birds originally came from Africa and were used as a living burglar alarm. The herons made loud noises when any intruders approached. The part they played in the history of Panama means that they still have an honoured place in the Presidential Palace.

At the time of writing this I have now travelled to the Florida Keys where I am set to enjoy the “3S” for a change. But for me the main thrill of travelling will always be to experience other cultures and make new friends. May your travels, both in distance and in life, bring you happy memories in a similar way as my travels have done for me.





# EMPLOYEES OF THE MONTH

**OCTOBER**



Sreejith Nair, Team Leader (TR) Forwarding – CSLC 1 given by Don Raveendran - Asst. Manager, Ocean Freight and CFS Ops.

◀ Arun Radhakrishnan, Documentation Clerk - CSLC 1 given by Don Raveendran - Asst. Manager, Ocean Freight and CFS Ops.



▶ Suneesh Babu, Labourer – CSLC 2 given by Hareesh M Haridas, Manager CSLC 2

◀ Dhurba Thapa, Office Assistant - CSS Head Office given by Susanth Shekar, Manager, HR

**NOVEMBER**



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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 WELLINGTON	1203	1-Jan																						6-Jan
MAERSK WELLINGTON	1205	9-Jan																						11-Jan
MAERSK WELLINGTON	1207	16-Jan																						18-Jan
MAERSK WELLINGTON	1209	24-Jan																						26-Jan
MAERSK WELLINGTON	1211	31-Jan																						2-Feb
MAERSK WELLINGTON	1213	6-Feb																						8-Feb
MAERSK WELLINGTON	1215	13-Feb																						15-Feb
MAERSK WELLINGTON	1217	20-Feb																						22-Feb
APL IRELAND	162		2-Jan																					15-Jan
APL VIETNAM	48		9-Jan																					22-Jan
APL IOLITE	161		16-Jan																					29-Jan
APL NORWAY	22		23-Jan																					5-Feb
APL TOKYO	26		31-Jan																					13-Feb
APL DUKE	4		7-Feb																					20-Feb
APL COMMODORE	5		14-Feb																					27-Feb
MSC ROSA	D1153A			5-Jan																				22-Jan
MSC TERESA	D1201A			12-Jan																				29-Jan
MSC TRIESTE	D1202A			19-Jan																				5-Feb
MSC PALOMA	D1147A			28-Jan																				14-Feb
MSC MELATILDE	D1145A			4-Feb																				21-Feb
MSC LAURENCE	D1143A			11-Feb																				28-Feb
MSC DANIT	D1146A			18-Feb																				7-Mar
SINE MAERSK	1203				4-Jan																			28-Jan
TENO	1203				11-Jan																			4-Feb
AXEL MAERSK	1203				18-Jan																			11-Feb
SCROE MAERSK	1203				25-Jan																			18-Feb
SVEND MAERSK	1203				1-Feb																			25-Feb
MAERSK SOFIA	1203				8-Feb																			4-Mar
KYOTO EXPRESS	36E52																			2-Jan				22-Jan
SOFIA EXPRESS	09E01																			9-Jan				29-Jan
TSINGTAO EXPRESS	27E02																			15-Jan				4-Feb
VIENNA EXPRESS	13E03																			22-Jan				11-Feb
FRANKFURT EXPRESS	11E04																			29-Jan				18-Feb
BUDAPEST EXPRESS	12E05																			5-Feb				25-Feb
BASLE EXPRESS	12E48																			12-Feb				4-Mar
INDIRA GANDHI	155						2-Jan																	13-Jan
CARAVEL PRIDE	156						9-Jan																	20-Jan
LAL BAHADUR SASTRI	157						16-Jan																	27-Jan
RAJIV GANDHI	158						23-Jan																	3-Feb
INDIRA GANDHI	159						30-Jan																	10-Feb
CARAVEL PRIDE	160						6-Feb																	17-Feb
LAL BAHADUR SASTRI	161						13-Feb																	24-Feb
RAJIV GANDHI	162						20-Feb																	3-Mar
OOCL HONG KONG	31W52							4-Jan																28-Jan
OOCL SHANGHAI	98W01							11-Jan																4-Feb
OOCL KAOSHIUNG	43W02							18-Jan																11-Feb
OOCL OAKLAND	27W03							25-Jan																18-Feb
ITALY EXPRESS	55W04							1-Feb																25-Feb
THAILAND EXPRESS	38W51							8-Feb																4-Mar
OOCL CANADA	52W49							15-Feb																11-Mar
VIETNAM EXPRESS	27W50							22-Feb																18-Mar
APL IRELAND	162							1-Jan																13-Jan
APL VIETNAM	48							8-Jan																20-Jan
APL IOLITE	161							15-Jan																27-Jan
APL NORWAY	022							22-Jan																3-Feb
APL DOHA	18							29-Jan																10-Feb
APL DUKE	4							5-Feb																17-Feb
APL COMMODORE	5							12-Feb																24-Feb
APL TURKEY	17							19-Feb																3-Mar
HYUNDAI FREEDOM	508E								3-Jan															6-Jan
HYUNDAI CONFIDENCE	508E								10-Jan															13-Jan
HYUNDAI HIGHNESS	508E								17-Jan															20-Jan
HYUNDAI BANGKOK	508E								24-Jan															27-Jan
HYUNDAI GENERAL	508E								30-Jan															2-Feb
HYUNDAI DISCOVERY	507E								6-Feb															9-Feb
HYUNDAI FREEDOM	509E								13-Feb															16-Feb
HYUNDAI CONFIDENCE	509E								20-Feb															23-Feb
HYUNDAI BANGKOK	026W									1-Jan														15-Jan
HYUNDAI GENERAL	536W									9-Jan														23-Jan
HYUNDAI DISCOVERY	507W									16-Jan														30-Jan
HYUNDAI FREEDOM	509W									23-Jan														6-Feb
HYUNDAI CONFIDENCE	509W									30-Jan														13-Feb
HYUNDAI HIGHNESS	509W									6-Feb														20-Feb
HYUNDAI BANGKOK	027W									13-Feb														27-Feb
MAERSK CALIFORNIA	1203										4-Jan													6-Jan
MAERSK CALIFORNIA	1205										11-Jan													13-Jan
MAERSK CALIFORNIA	1207										18-Jan													20-Jan

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	1209											25-Jan												27-Jan
MAERSK CALIFORNIA	1211											1-Feb												3-Feb
MAERSK CALIFORNIA	1213											8-Feb												10-Feb
MAERSK CALIFORNIA	1215											15-Feb												17-Feb
MAERSK CALIFORNIA	1217											22-Feb												24-Feb
NEDLLOYD ASIA	1202												5-Jan											9-Jan
CONTI SHANGHAI	1202												12-Jan											16-Jan
NEDLLOYD AMERICA	1202												19-Jan											23-Jan
NEDLLOYD OCEANIA	1204												26-Jan											30-Jan
NORTHERN PIONEER	1204												2-Feb											6-Feb
NEDLLOYD EUROPA	1204												9-Feb											13-Feb
NEDLLOYD ASIA	1204												16-Feb											20-Feb
CONTI SHANGHAI	1204												23-Feb											27-Feb
MAERSK GEORGIA	1201												2-Jan											20-Jan
MAERSK KENTUCKY	1203												9-Jan											27-Jan
MAERSK MISSOURI	1203												16-Jan											3-Feb
MAERSK WISCONSIN	1203												23-Jan											10-Feb
MAERSK UTAH	1203												30-Jan											17-Feb
MAERSK WYOMING	1203												6-Feb											24-Feb
MAERSK CAROLINA	1203												13-Feb											3-Mar
MAERSK GEORGIA	1203												20-Feb											10-Mar
HANJIN XIAMEN	031W														3-Jan									18-Jan
HANJIN PORT KELANG	031W														10-Jan									25-Jan
HANJIN SHENZHEN	026W														17-Jan									1-Feb
HANJIN TIANJIN	032W														24-Jan									8-Feb
HANJIN BREMERHAVEN	036W														31-Jan									15-Feb
NYK AQUARIS	060W														7-Feb									22-Feb
HANJIN XIAMEN	032W														14-Feb									1-Mar
OOCL CANADA	005W																	2-Jan						18-Jan
COSCO THAILAND	011W																	9-Jan						25-Jan
OOCL BEIJING	007W																	16-Jan						1-Feb
COCSKO KOREA	012W																	23-Jan						8-Feb
OOCL EUROPE	042W																	30-Jan						15-Feb
COSCO NAPOLI	011W																	6-Feb						22-Feb
OOCL CANADA	006W																	13-Feb						1-Mar
COSCO THAILAND	012W																	20-Feb						8-Mar
XIN YAN TAI	010W																					5-Jan		26-Jan
BUNGA SEROJA SATU	030W																							12-Jan
CMA CGM CHOPIN	031W																							2-Feb
CMA CGM STRAUSS	020W																							19-Jan
CMA CGM STRAUSS	020W																							9-Feb
CMA CGM STRAUSS	020W																							16-Feb
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CMA CGM STRAUSS	020W																							23-Feb
CMA CGM STRAUSS	020W																							16-Mar
WAN HAI 311	S078																						3-Jan	31-Jan
WAN HAI 303	S110																							10-Jan
WAN HAI 306	S130																							7-Feb
WAN HAI 311	S079																							17-Jan
WAN HAI 311	S079																							14-Feb
WAN HAI 311	S079																							21-Feb
WAN HAI 303	S111																							21-Feb
WAN HAI 306	S131																							31-Jan
WAN HAI 306	S131																							28-Feb
WAN HAI 313	S082																							7-Feb
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WAN HAI 311	S080																							14-Feb
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WAN HAI 311	S080																							14-Mar
BUNGA RAYA TIGA	210W																							21-Jan
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BUNGA RAYA TIGA	210W																							22-Jan
BUNGA RAYA EMPAT	126W																							29-Jan
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BUNGA RAYA EMPAT	126W	</																						



# outbound

VESSEL	VOY	JEBEL ALI	ABU DHABI	ADEN	ALEXANDRIA	ACABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAMI	DELHI	FELIXSTOWE	GENOA	HAMBURG	HODEIDAH	JEDDAH	KARACHI	KUWAIT	MOMBASA	MUSCAT	NHAVA SHEVA	PORT SUDAN	RIYADH	ROTTERDAM	SINGAPORE	
MAERSK KALMAR	1202	4-Jan												27-Jan												2-Feb		
HANJIN DALLAS	1202	11-Jan												3-Feb													9-Feb	
MAERSK KITHIRA	1202	18-Jan												10-Feb													16-Feb	
MAERSK KALMAR	1204	25-Jan												17-Feb													23-Feb	
MAERSK KLAIPEDA	1204	1-Feb												24-Feb													2-Mar	
MAERSK KIMI	1204	8-Feb												3-Mar													9-Mar	
MAERSK KIEL	1204	15-Feb												10-Mar													16-Mar	
MAERSK KAMPALA	1204	22-Feb												17-Mar													23-Mar	
MAERSK KAMPALA	1204	27-Feb												22-Mar													28-Mar	
APL SHENZHEN	092	3-Jan	4-Jan																									
APL ZIRCON	065	10-Jan	11-Jan																									
APL TOPAZ	196	17-Jan	18-Jan																									
APL RUBY	817	24-Jan	25-Jan																									
APL SHENZHEN	093	31-Jan	1-Feb																									
APL ZIRCON	066	7-Feb	8-Feb																									
APL TOPAZ	197	14-Feb	15-Feb																									
APL RUBY	815	21-Feb	22-Feb																									
APL SPAIN	153	1-Jan											15-Jan											5-Jan				
APL SHENZHEN	92	8-Jan											22-Jan											12-Jan				
APL ZIRCON	65	15-Jan											29-Jan											19-Jan				
APL TOPAZ	196	22-Jan											5-Feb											26-Jan				
APL RUBY	817	29-Jan											12-Feb											2-Feb				
APL IOLITE	161	5-Feb											19-Feb											9-Feb				
APL BRISBANE	092	12-Feb											26-Feb											16-Feb				
APL NORWAY	22	19-Feb											5-Mar											23-Feb				
MAERSK IOWA	1115	3-Jan						29-Jan																				
MAERSK DANANG	1111	11-Jan						5-Feb																				
MAERSK VIRGINIA	1113	18-Jan						12-Feb																				
MAERSK DUNEDIN	1201	24-Jan						19-Feb																				
MAERSK MONTANA	1201	1-Feb						26-Feb																				
MAERSK DRUMMOND	1203	7-Feb						4-Mar																				
MAERSK OHIO	1203	13-Feb						11-Mar																				
MAERSK DENPASAR	1201	21-Feb						18-Mar																				
APL SHENZHEN	92	6-Jan		21-Jan														23-Jan										
APL ZIRCON	65	13-Jan		28-Jan														30-Jan										
APL TOPAZ	196	20-Jan		4-Feb														6-Feb										
APL RUBY	817	27-Jan		11-Feb														13-Feb										
APL SHENZHEN	93	3-Feb		18-Feb														20-Feb										
APL ZIRCON	66	10-Feb		25-Feb														27-Feb										
APL TOPAZ	197	17-Feb		4-Mar														6-Mar										
MAERSK IZMIR	1202	6-Jan																							17-Jan			
MAERSK INVERNESS	1202	13-Jan																							24-Jan			
HS HAYDN	1202	20-Jan																							31-Jan			
SPRING R	1204	27-Jan																							7-Feb			
MAERSK INVOSHIMA	1204	3-Feb																							14-Feb			
MAERSK IZMIR	1204	10-Feb																							21-Feb			
MAERSK INVERNESS	1204	17-Feb																							28-Feb			
MAERSK WELLINGTON	1204	6-Jan					8-Jan																					
MAERSK WELLINGTON	1206	13-Jan					15-Jan																					
MAERSK WELLINGTON	1208	20-Jan					22-Jan																					
MAERSK WELLINGTON	1210	27-Jan					29-Jan																					
MAERSK WELLINGTON	1212	3-Feb					5-Feb																					
MAERSK WELLINGTON	1214	10-Feb					12-Feb																					
MAERSK WELLINGTON	1216	17-Feb					19-Feb																					
MAERSK WELLINGTON	1218	24-Feb					26-Feb																					
APL LONDON	024	3-Jan											4-Jan													8-Jan		
APL DUBAI	007	10-Jan											11-Jan													15-Jan		
APL PRECISION	005	17-Jan											18-Jan													22-Jan		
APL PARADISE	024	24-Jan											25-Jan													29-Jan		
APL CALIFORNIA	011	31-Jan											1-Feb													5-Feb		
MOL PRIORITY	063	7-Feb											8-Feb													12-Feb		
APL TOKYO	026	14-Feb											15-Feb													19-Feb		
APL LONDON	025	21-Feb											22-Feb													26-Feb		
MAERSK DANVILLE	1203	1-Jan					21-Jan																					
MAERSK DUNBAR	1203	8-Jan					28-Jan																					
MAERSK DABOU	1203	22-Jan					11-Feb																					
SAFMARINE NOKWANDA	1203	29-Jan					18-Feb																					
LAUST MAERSK	1203	5-Feb					25-Feb																					
LEKA MAERSK	1203	12-Feb					4-Mar																					
LAURA MAERSK	1203	19-Feb					11-Mar																					
LICA MAERSK	1203	26-Feb					18-Mar																					
AL ABDALI	0078W	4-Jan																										
ASR	0081W	11-Jan																										
HS BRUCKNER	1203W	18-Jan																										
WINTER	D 1204W	25-Jan																										
UASC SHUWAIKH	1205W	1-Feb																										
WINTER	D 1207W	8-Feb																										
HANJIN MALTA	0161W	15-Feb																										
NICOLAS DELMAS	SW451S	1-Jan											19-Jan															
MARIE DELMAS	SW455S	8-Jan											26-Jan															

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	JEBELALI	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	
CMA CGM LA TOUR	SW457S	15-Jan										2-Feb										26-Jan						
DELMAS KETA	SW459S	22-Jan										9-Feb											2-Feb					
JULIE DELMAS	SW453S	29-Jan										16-Feb											9-Feb					
NICOLAS DELMAS	SW461S	5-Feb										23-Feb											16-Feb					
CMA CGM JUNIOR S	SW463S	12-Feb										2-Mar											23-Feb					
KREIA	1203	7-Jan																					9-Jan					
KREIA	1205	14-Jan																					16-Jan					
KREIA	1207	21-Jan																					23-Jan					
KREIA	1209	28-Jan																					30-Jan					
KREIA	1211	4-Feb																					6-Feb					
KREIA	1213	11-Feb																					13-Feb					
KREIA	1215	18-Feb																					20-Feb					
KREIA	1217	25-Feb																					27-Feb					
MAERSK IOWA	1115	3-Jan								8-Jan																		
MAERSK DANANG	1111	11-Jan								16-Jan																		
MAERSK VIRGINIA	1113	18-Jan								23-Jan																		
MAERSK DUNEDIN	1201	24-Jan								29-Jan																		
MAERSK MONTANA	1201	1-Feb								6-Feb																		
MAERSK DRUMMOND	1203	8-Feb								13-Feb																		
MAERSK OHIO	1203	14-Feb								19-Feb																		
MAERSK DENPASAR	1201	21-Feb								26-Feb																		
APL SPAIN	153	1-Jan																									11-Jan	
APL HONG KONG	168	8-Jan																									18-Jan	
APL CORAL	179	15-Jan																									25-Jan	
APL VIETNAM	48	22-Jan																									1-Feb	
APL IOLITE	161	29-Jan																									8-Feb	
APL NORWAY	22	5-Feb																									15-Feb	
APL JAPAN	132	12-Feb																									22-Feb	
APL DUKE	4	19-Feb																									1-Mar	
ATHENA	100E	4-Jan																		7-Jan								
HYUNDAI HIGHNESS	508E	11-Jan																		14-Jan								
HYUNDAI BANGKOK	026E	18-Jan																		21-Jan								
HYUNDAI GENERAL	536E	25-Jan																		28-Jan								
HYUNDAI DISCOVERY	507E	1-Feb																		4-Feb								
HYUNDAI FREEDOM	509E	8-Feb																		11-Feb								
HYUNDAI CONFIDENCE	509E	15-Feb																		18-Feb								
HYUNDAI HIGHNESS	509E	22-Feb																		25-Feb								
ERIC G GIBSON	238	5-Jan																		7-Jan								
ERIC G GIBSON	239	12-Jan																		14-Jan								
ERIC G GIBSON	240	19-Jan																		21-Jan								
ERIC G GIBSON	241	26-Jan																		28-Jan								
ERIC G GIBSON	242	2-Feb																		4-Feb								
ERIC G GIBSON	243	9-Feb																		11-Feb								
ERIC G GIBSON	244	16-Feb																		18-Feb								
ERIC G GIBSON	245	23-Feb																		25-Feb								
ERIC G GIBSON	246	1-Mar																		3-Mar								
MAERSK DANVILLE	1203	1-Jan															8-Jan											
MAERSK DUNBAR	1203	8-Jan															15-Jan											
MAERSK DABOU	1203	15-Jan															22-Jan											
MAERSK DUNCAN	1203	22-Jan															29-Jan											
SAFMARINE NOKWANDA	1203	29-Jan															5-Feb											
LAUST MAERSK	1203	5-Feb															12-Feb											
LEVA MAERSK	1203	12-Feb															19-Feb											
Laura MAERSK	1203	19-Feb															26-Feb											
NEDLLOYD EUROPA	1202	2-Jan			16-Jan																							
NEDLLOYD ASIA	1202	9-Jan			23-Jan																							
CONVI SHANGHAI	1202	16-Jan			30-Jan																							
NEDLLOYD AMERICA	1202	23-Jan			6-Feb																							
NEDLLOYD AFRICA	1202	30-Jan			13-Feb																							
NORTHERN PIONEER	1202	6-Feb			20-Feb																							
NEDLLOYD EUROPA	1202	13-Feb			27-Feb																							
NEDLLOYD ASIA	1202	20-Feb			6-Mar																							
MAERSK IOWA	1115	3-Jan								23-Jan																		
MAERSK DANANG	1111	11-Jan								31-Jan																		
MAERSK VIRGINIA	1113	18-Jan								7-Feb																		
MAERSK DUNEDIN	1201	24-Jan								13-Feb																		
MAERSK MONTANA	1201	1-Feb								21-Feb																		
MAERSK DRUMMOND	1203	8-Feb								28-Feb																		
MAERSK OHIO	1203	14-Feb								6-Mar																		
MAERSK DENPASAR	1201	21-Feb								13-Mar																		
CMA CGM BELLINI	EP822W	2-Jan																										
OOCL SAN FRANCISCO	EP824W	9-Jan																										
CMA CGM VERDI	EP826W	16-Jan																										
CMA CGM ROSSINI	EP828W	23-Jan																										
CMA CGM STRAUSS	EP830W	30-Jan																										
CMA CGM WAGNER	EP832W	6-Feb																										
CMA CGM CHOPIN	EP834W	13-Feb																										
CMA CGM PUCCINI	EP836W	20-Feb																										

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



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<p>Rahul Mathew Nandakumar Kaveen Amarasinghe Alan Koshy <b>FREIGHT FORWARDING</b> Massimiliano Spina Richard Varghese Raju Suhakara Pandeti Kunal Wadhvani <b>PRICING / KEY INFORMATION DESK</b> Raufa Shaikh Thomas Mathew Aparna Renjit Rishi R Prasad Neethu Saish Akhill Prabha Robin K G <b>CSS HOMEWARD BOUND</b> Binitha D'Cunha Savita Vinod Nikomang Riani <b>AIR FREIGHT</b> Jacob Isaac Raadhakrishnan (Babu)</p>	<p>Team Manager Sales Executive Sales Executive Sales Executive Sales Coordinator Sales Coordinator Sales Coordinator VP Business Development Key Account Manager Sr. Sales Coordinator Sales Executive Operations Executive</p>	<p>ken@cssdubai.com rahulmathew@cssdubai.com nandan@cssdubai.com kaveen@cssdubai.com alan@cssdubai.com</p>	<p>Ratheesh Nair <b>LAND TRANSPORT</b> Sudhir R Sreekanth Prasad Kumar <b>FINANCE</b> Rajagopal S. Subhashini <b>HR &amp; ADMIN.</b> Susanth Shekar Shelly Varkey Cheryl Annes Hassan Haji Devya D</p>	<p>Sr. Manager - Operations Customs Documentation Customs Documentation Manager - Logistics Warehouse Supervisor Coordinator - Logistics Coordinator - Sales Coordinator - Operations General Manager Manager - Sales Manager - Ops. Business Development Manager Business Development Manager Team Leader Key Accounts Manager Operations Supervisor Sr. Operations Executive Jr. Coordinator Coordinator Manager Operations Executive</p>	<p>babu@cssdubai.com rowmahs@cssdubai.com osama@cssdubai.com hareesh@cssdubai.com sunil@fmcglogistics.net abhinishs@fmcglogistics.net nisha@fmcglogistics.net opscsc2@fmcglogistics.net sreenath@cssdubai.com somy@cssdubai.com sajithv@cssdubai.com rajeev@cssdubai.com rosaline@cssdubai.com ambilidon@cssdubai.com hinna@cssdubai.com chacko@cssdubai.com talal@cssdubai.com amal@cssdubai.com maria@cssdubai.com</p>

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Rajneesh Radhakrishnan  
Prakash Shetty  
Diyala Nasser

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Network Engineer

Asst. General Manager  
Branch Manager  
Manager - Ops. & Cust. Service  
Asst. Manager - Sales  
Sr. Coordinator - Sales  
Sr. Sales Executive  
Sales Executive  
Sales Executive  
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Salim Das  
Vikas  
Anjali Ajay  
Prathap Chandran  
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Unnikrishnan G

Operations Executive  
Transport Coordinator  
Accountant

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Sales Executive  
Operations Supervisor  
CFS Operations  
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Coordinator  
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K Manish Kumar  
Kingsly Ravi  
Shijin Chandran  
Ebie babu  
Tiril Markose  
Ruby Varkey  
Abhilash P  
Amith K R

Sr. General Manager  
Business Dev. Manager  
Sr. Manager - Operations  
Business Dev. - Airfreight  
Key Account Manager  
Executive - Sales  
Sales Executive  
Operations Executive  
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