



# Lighthouse

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Bi-monthly publication of CSS Group



# DUBAI EXPO 2020

*Happy New Year 2014*



**EXPO 2020  
DUBAI, UAE**



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# Projects, Oil & Energy



**Consolidated Shipping Services L.L.C.**

P.O.Box 61334, Jebel Ali, Dubai, UAE  
Tel : +971-4-8872333, Fax: +971-4-8872335  
Email : [infoprojects@cssdubai.com](mailto:infoprojects@cssdubai.com)

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



T S Kaladharan

## CHAIRMAN'S MESSAGE

New Year is always an opportune time to assess what we have contributed and gained in the past year. Equally it provides a delightful occasion for me to wish you all a 'Happy New Year'. Throughout 2013 we have received tremendous support from the cargo fraternity. Accordingly it is with great enthusiasm and optimism that I look forward to 2014. Dubai being awarded 'Expo 2020' will obviously add more colour to our seasonal celebrations. Undoubtedly it will open up a wide range of opportunities in the field of infrastructure and economic development for the entire United Arab Emirates.

Our recently concluded 'Sales Strategy Meet' adopted the theme 'Limitless'. This title has proved to be literally true because 'Expo 2020' presents us with an ocean of favorable possibilities. Some will question, "Who will gain?" Well I am convinced it will be those who develop a well-defined and specific road map so as to be able to utilize and direct their best attributes. You may be sure that remarkable

projects will be initiated in every business sector, but the benefit will go to those who have a resolute purpose and a determined spirit prepared to go that extra mile. We, as committed professionals, need to keep this vision forefront in our minds. However; we must acknowledge that 'Limitless' has a two way meaning. When we see opportunities as 'Limitless', our effort to achieve it also, needless to say, has to be 'Limitless'. Keeping in line with the 'Limitless' opportunities forecasted through Expo 2020, this edition of Lighthouse provides you with lot of informative inputs from experts from the Shipping & Logistics industry.

I hope you will enjoy reading your favourite Lighthouse and I wish you a wonderful year ahead.

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Layout & Design : Twin info solutions Pvt. Ltd.

For enquiries and suggestions:

[communications@cssgroupsite.com](mailto:communications@cssgroupsite.com)

Download Lighthouse online at [www.cssgroupsite.com](http://www.cssgroupsite.com)



# CSS SALES STRATEGY MEET 2013-14



**CSS** Group recently concluded its annual Sales Strategy Meet 2013/14 at Devas Farmhouse in the picturesque setting of the state of Kerala, India also known as God's own country. The two day meeting was attended by CSS Senior Management, head of departments from the Middle East and the Indian sub-continent along with overseas guests from November 15-16th, 2013. The meet discussed the annual budget and accomplishments of each team followed by a sales forecast, strategies and goals for 2014.

The Sales Strategy meet was attended by Oliver Hahn from IFS Doha, Ben Jones of WMS-CSS Saudi, Riyaz Jordan from CaroTrans, Pankaj Khatua of Safmarine and Jan Bak Christiansen, by special invitation.

The theme adopted for this strategy meet was "LIMITLESS" which was chosen as it represented the unprecedented growth so far achieved by CSS Group and stands for the vision

of the CSS Group management for the organization going forward. Strategy Meet plays a vital role in evaluating team performances and highlighting strengths and weaknesses of the team. This provides a focus on the latest developments in areas ranging from sales strategy fundamentals to emerging IT technologies to prevailing competition.

Strategy Meet for CSS Group is more than just presentations made by managers, analyzing previous year's figures and forecasting budgets. It also includes dissecting operational processes to review the excellence level attained and team building activities. Although strategy takes account of the future, it takes place in the present. It is about choices in the present that have results in the future.

The CSS Strategy Meet was organized by the Marketing & Corporate Communications department of CSS Group along with Rainmaker in the field of events & entertainments, an Event management company based in Cochin,





Kerala. Rainmaker is a wholesome, complete events solution factory with a team of young, creative, enthusiastic and dynamic professionals with a vast experience in the field of events & entertainments.

CSS Strategy Meet is a well designed meeting structure that fosters opportunities for participation so people can be heard, questions can

be asked and answered, discussions can take place, decisions are arrived at, and the most important items are attended to. It helps to collectively put together information from various sources to measure the impact and direction of strategies laid down and shape new tactics based on imminent factors as per the current scenario and future analysis.



A special thanks to the entire team at Devas Farmhouse and Rainmakers for all of their assistance and hospitality and to Niji and his vibrant team of 12 to 12 Barbeque for the mouthwatering food prepared during the 2 day period.



## ANOTHER SUCCESS FOR CSS PROJECTS, OIL & ENERGY

The CSS Projects, Oil & Energy division recently completed a delivery of loose cables, which was over 16 km's in length. The task at hand was to find a solution that would enable the client to transport and install the cable under the sea, in a smooth and effective manner.

The 22KV subsea composite cable,

had a volume of 450 freight tonnes, and was picked up from Tonsberg, Norway and delivered in Abu Dhabi for a government project in the Umm Al Dalkh field. "The success of this movement was in a solution oriented approach, from the inception of the idea to final execution the team involved played an extremely crucial role to ensure the needs of the client

were met," added Ahmad Fuad, Sr. Business Development Manager, CSS Projects, Oil & Energy and Mr. Fred Konings, M.D. from Europe Cargo.

CSS Projects, Oil & Energy also sourced the steel drum and the required equipment's that allowed for the cable to be delivered as a cable drum, to assist in final installation.



# CSS ATTENDS FPS AGM - COLOMBO

FAMOUS PACIFIC SHIPPING (FPS) GROUP - HAS CELEBRATED ITS 15TH ANNIVERSARY WITH ONE OF ITS BEST-ATTENDED ANNUAL CONFERENCES



Over 101 delegates, including 2 new members and 5 candidates, attended the 4 day event held at the Cinnamon

Lakeside Hotel in Colombo, Sri Lanka. The programme included the Annual General Meeting, workshops on IT, network development and marketing, and two days of intensive one to one meetings between members.

Aparo of Famous Pacific Shipping in Melbourne was appointed to the Board, replacing Michele Dougal (Brisbane, Australia), and Iskandar Zulkarnain of FPS Indonesia replaced his colleague Hendratmoko Walujo. Kettivit Sittisoontornwong (Thailand) was also re-elected.



At the gala dinner, 28 founder members who had attended every past Annual Conference were publicly recognized with awards. Commenting on the event, Chairman Gihan Nanayakkara said: "This was one of the best annual conferences in our history, demonstrating the strong commitment of our members to support FPS and take it forward. We discussed new products, shared ideas and went away with many new initiatives to work on. I am delighted to be continuing in my role, and look forward to helping steer FPS Group through an exciting period over the next two years. We have achieved a great deal in the past 15 years, but much greater potential still lies ahead of us."

"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," added Siby C. Kurian, Senior General Manager, Sales & Marketing - CSS Dubai.



CSS Group was well represented during the FPS AGM 2013 with active participation from its network offices; in attendance was Dean Landers, General Manager CSS Kuwait, Narayan R T, General Manager - CSS Bahrain, Jairam KR, Director - CSS India, Rahat Talreja, Vice President - CSS India, Rajesh Arora, Vice President, North India - CSS India, Eugene A. Raj, Branch Manager - CSS Chennai, Asghar Malik, Country Manager - CSS Pakistan, Tariq M. Chaudhry, Chief Executive Officer - CSS Pakistan and Siby C. Kurian, Senior General Manager, Sales & Marketing - CSS Dubai.



During the AGM, conference host and outgoing Chairman of the FPS Group Advisory Board, Gihan Nanayakkara, was re-elected for a further two year term. Sam

# CSS HOMEWARD BOUND ON THE MOVE IN CANADA



CSS Homeward Bound recently attended the Canadian Association of Movers (CAM) Annual Conference, International Association of Movers (IAM) 51st Annual meeting and the Asian Relocation Association (ARA) Gala Dinner in Vancouver, Canada.

CSS Homeward Bound is a member of each association whereby its accreditation is shown in the personal effects/relocations industry.

**Canadian Association of Movers (CAM) Annual Conference** was held on October 4th-6th, 2013 at the River Rock Casino Hotel and Convention Centre in Richmond, British Columbia. It was the first time in almost 20 years that the conference was held outside of the Toronto area. It was the first interactive conference ever held and the first time the conference was held in partnership with another Association, the International Association of Movers. The conference consisted of the Annual General Meeting, Trade Shows, Award Dinners and Annual Committee Conference. The conference was highlighted by four panel discussions with participants from Canada's van lines, insurance companies, CAM's marketing committee and international moving associations.

"As there is strong expatriate community residing in the United Arab Emirates catering to the ever demanding needs of the customers is vital within our industry. As the bi-lateral relations between Canada and the UAE have steadily strengthened over the years having a presence at CAM was truly



beneficial for CSS Homeward Bound as this was an opportunity for the members of the Canadian Association of Movers based in Canada to see their international colleagues and for networking and growing business relationships mutually. The hospitality and guidance extended to us by Mr. John Levi, President CAM and his entire team was exceptional. It was a well organized and executed annual conference," added Suku Sudhakaran, General Manager, CSS Homeward Bound.

**International Association of Movers (IAM) 51st Annual Meeting** was held from October 7-10, 2013 in the beautiful city of Vancouver, British Columbia, Canada. As this was the first time the (International Association of Movers) IAM held an Annual Meeting outside of the United States in over 20 years, the theme "IAM- A Network Expanding" underscores the Association's efforts to expand its offerings to members and its outreach to and inclusion of other organizations and associations in the global moving and relocation arena. The chosen theme also recognized those member companies who continually meet the changes and challenges in the industry by expanding their businesses both geographically and in the services lines they offer through the reciprocal relationships they initiate with IAM colleagues at the Annual Meeting.

"CSS Homeward Bound would like to extend our special thanks to Mr. Terry Head, the President of IAM for taking the time to guide us and introducing us to key personnel at the conference and making us feeling welcome. The IAM



Networking event was a chance to meet new members, greet old friends, and schedule meetings while continuing to build upon the brand awareness for CSS Homeward Bound and the services it offers on a global platform, said, Suku Sudhakaran, General Manager, CSS Homeward Bound.

**The Asian Relocation Association**, held in Vancouver, as part of its annual meeting extended an invitation to all ARA members attending the IAM to join them at their exhibition booth during the trade show. CSS Homeward Bound has been an ARA member since the association's inauguration in 2008/2009 and was able to utilize the booth during the IAM exhibition to conduct meetings and networking gatherings. "Mr. Sudeep Shah and his team were extremely welcoming and helpful in introducing CSS Homeward Bound to other members especially during the ARA Gala Dinner; which was a networking session where we were able to put a face to the names that we had been communicating and doing business with for some time now. A special thanks to Mr. Sudeep and the entire ARA members for their valuable time and cooperation extended to CSS Homeward Bound. On the whole it was a good decision on part of the CSS Homeward Bound to participate in the conference and not only did it help establish new partnerships but also rekindle old partnerships," added Suku Sudhakaran, General Manager, CSS Homeward Bound.

For further information please visit:  
[www.csshomewardbound.com](http://www.csshomewardbound.com)  
[www.facebook.com/csshomewardbound](https://www.facebook.com/csshomewardbound)  
[www.twitter.com/CSSHomeward](https://www.twitter.com/CSSHomeward)

# UNCOMPROMISED COMMITMENT - DP WORLD

The Group CEO of DP World, **Mohammed Sharaf** speaks to Lighthouse about the activities and the ambitious growth plans of the company in this exclusive interview



## DP WORLD

**Being present in 6 locations in India, please give us an insight on the future expansion plans of DP World operations in India?**

India is an important and vital part of our global portfolio and we are committed to supporting India's growth into the future. DP World operates five marine terminals at Mumbai, Chennai, Kochi (Vallarpadam), Vishakapatnam and Mundra, with the greenfield Kulpi port in West Bengal in the pipeline that will be developed in line with market demand.

In June 2013 we signed a new 17-year concession to build and operate a brownfield container terminal adjacent to the Nava Sheva International Container Terminal (NSICT) that DP World currently operates in Mumbai. The new 330 metre berth with 27 hectares of yard will add 800,000 TEUs (twenty foot equivalent container units) of container capacity and help ease congestion at Jawaharlal Nehru Port. DP World will invest around US\$200 million to build the terminal. We are investing for the long term and we look forward to continuing to work with our partners and stakeholders in India into the future.

**What plans you have in mind for the future of the flagship terminal, Jebel Ali?**

As you rightly put it, Jebel Ali is our flagship facility and what happens here often sets the standard for container ports not just across DP World's global portfolio but also for the industry. In 2013 we added 1 million TEU in new capacity by extending Container Terminal 2 by 400 metres. An additional

4 million TEU will be added in 2014 when the ultra-modern mega Container Terminal 3 opens for business, taking the port's total capacity to 19 million TEU. When completed Jebel Ali will be the only port in the region capable of simultaneously receiving and handling 10 of the next generation Ultra Large Container Ships (ULCS) with a capacity of 18000 TEU each. Jebel Ali serves as a successful model that we replicate across our global portfolio, including DP World London Gateway, Embraport in Brazil and Callao in Peru.

**Could you please tell us about your prospects in Africa as you are already present in this region?**

Africa has great potential for growth and efficient infrastructure is essential for stimulating that growth, with ports the gateways to world trade. We have over 5,000 employees in Africa and each country in which we operate has its own unique set of circumstances that enable us to connect with infrastructure and the hinterland as well as neighbouring countries inland. Africa as an emerging market is one of our key focus areas and we are actively looking at different opportunities in various parts of the continent. We don't comment on specific opportunities we may be exploring.

**What are the plans in place for Vallarpadam (Kochi, Kerala) to help boost the business within the port and the region?**

Vallarpadam represents our vision of an India that competes with other global economies by directly linking the vast domestic market to the busiest international trade lane connecting Asia to Europe. The relaxation of the cabotage



regulation in 2012 by the Government of India was a forward-looking move and will help DP World to contribute strongly to the local economy. The terminal at Vallarpadam was conceptualised by the Government of India for this very purpose.

**Will Ecuador be the 6th location for DP world in Latin America and how do you look at it as a strategic move for DP World?**

We constantly explore opportunities around the world and invest in markets where we see potential to contribute to growth and where our customers want us to be. We don't comment on any particular opportunities unless there is something to announce. We believe Latin America has enormous potential and our goal is to support the main regional hubs that are so critical for the continent's rapidly growing economies.

DP World's investments across Latin America are in container terminals in Muelle Sur in Callao, Peru, Embraport near Porto de Santos in Brazil and Terminales Rio de la Plata in Buenos Aires, Argentina – where we also operate a state of the art cruise terminal – as well as in Suriname's primary multi-purpose port in Paramaribo.

**Could you please tell us about the**



## **upcoming future projects of DP World?**

DP World has a portfolio of more than 65 marine terminals across six continents, including new developments underway in India, Africa, Europe and the Middle East. With our committed pipeline of developments and expansions, we expect capacity to rise to more than 100 million TEU by 2020, in line with market demand.

## **You have won so many awards and recognitions over the past years. How inspiring are those?**

DP World operates its business with the aim of consistently delivering world class service to our customers and return on investment to shareholders. The awards are a bonus for the hard work and commitment of our employees, and would not be possible without the support we receive from our loyal customers like you, Consolidated Shipping Services (CSS). In taking this customer-centric approach, DP World is building on the established relationships and superior level of service demonstrated at our Jebel Ali facility, which has been voted "Best Seaport in the Middle East" for 19 consecutive years. There can be no greater inspiration.

## **What initiatives are there from the HR point of view to keep your 28,000 plus staff strength spirited?**

Our people are at the heart of our business and that is why we are committed to building an inclusive, diverse and safe working environment. We work hard to ensure that responsibility is embedded in our everyday lives and to leave a lasting legacy in the communities in which we operate. DP World has a dedicated, experienced and professional team of 28,000 people serving its customers around the world, and the company constantly invests in people to provide quality services today and tomorrow, when and where customers need them.

## **As the Group CEO, how do you see the continuing success of DP World in its maritime terminal**

## **management business?**

I believe the focus ought to be on world class customer service and being where our customers want us to be. Alongside that is continuous development as a marine terminal operator and growth as an innovative business, providing returns for our shareholders and developing our people. Success will follow. Our core strength is the spread of our network, our focus on emerging markets, container handling, re-engineering terminal operations whenever it is needed and tailoring our investments to apply the three Cs – cargo, capabilities and capital wherever we operate. We deliver world-class terminal capacity and a world-class approach to container operations.

## **It will be interesting for us to know about the TURN8 programme.**

TURN8 is a seed accelerator programme that encourages innovative and commercially-viable ideas. It is an initiative launched by DP World in partnership with Innovation 360. Our search for ideas through roadshows across the world involved an online campaign (see [www.turn8.co](http://www.turn8.co)) and visits to selected countries with active start-up cultures, including the UAE, Egypt, Jordan, Ukraine, Belarus, Singapore, Malaysia and the USA. A second wave of roadshows has also just begun.

TURN8 has uncovered some exciting new proposals, 10 of which are now short-listed for our support. The final projects range from consumer sentiment trackers and counterfeit goods detectors to a digital math tutor for children and an app to record dreams. The programme selects start-up teams with marketable ideas and supports them with funding, mentoring and training in exchange for a stake in any resulting business. It is the only one in the region that drives innovative and commercially-viable ideas from across the world from cradle to maturity. Our aim is to promote a start-up and innovation culture in the wider community by encouraging and supporting a mix of international and local ideas.

## **Since Dubai, UAE has been selected to**



**DP WORLD OPERATES ITS BUSINESS WITH THE AIM OF CONSISTENTLY DELIVERING WORLD CLASS SERVICE TO ITS CUSTOMERS AND RETURN ON INVESTMENT TO SHAREHOLDERS.**

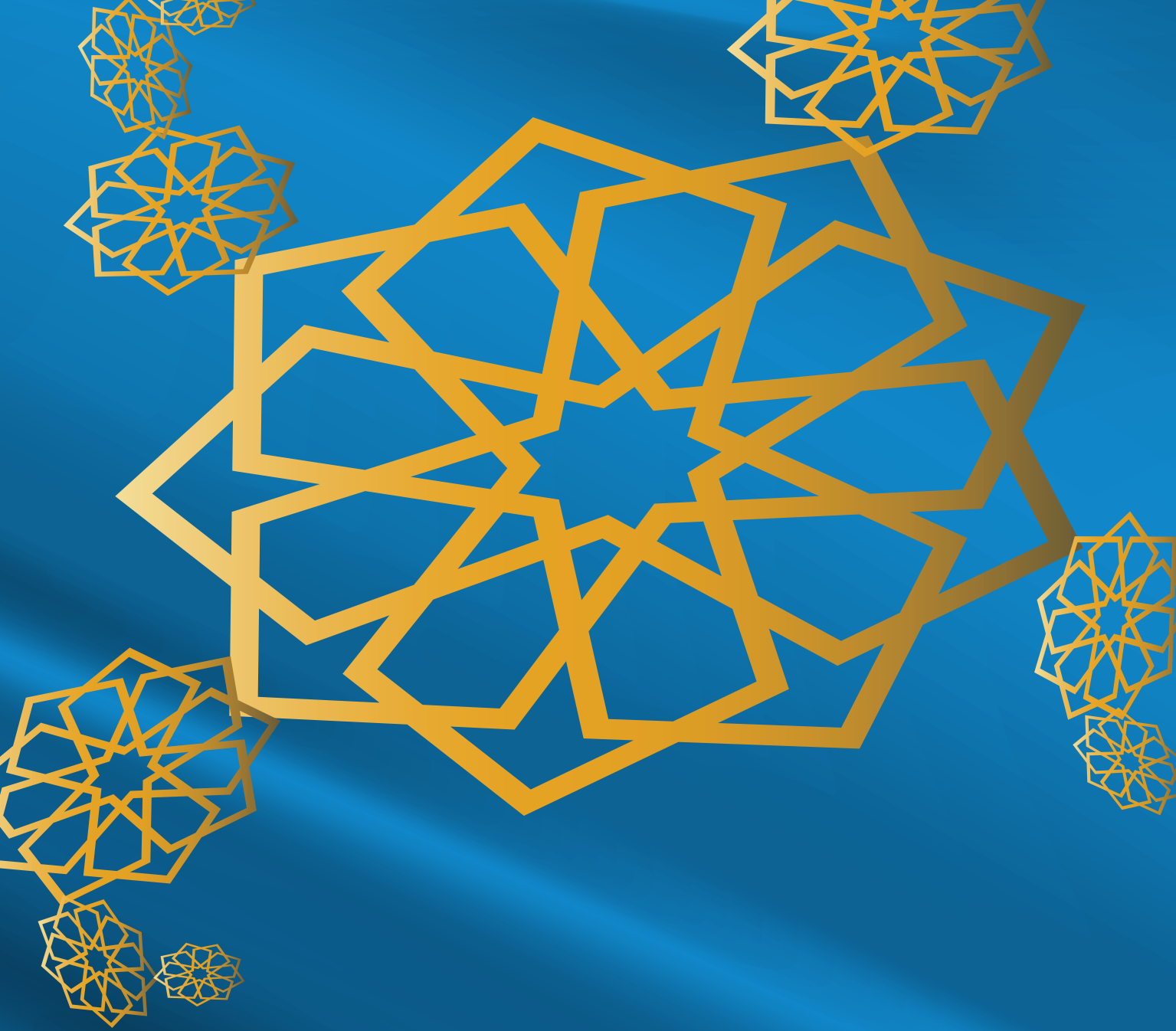


## **host the Expo 2020, is Jebel Ali port ready to cater the expected additional volume or do you have any particular plans in place for the Expo alone?**

Our entire team was behind the bid and we are excited and thrilled to have been successful. Our attention turns now to making sure we have the infrastructure in place to support the building and running of the event, and we will be working very closely with our customers to do that. We already have tried and tested capabilities, and we will now take this to a new level. We look forward to working with Dubai and the UAE to host the world. This event will not only create opportunities for the UAE, it will also create new opportunities for the countries of the region and the people of the world.

## **What are the KPI'S that DP World stresses on in your worldwide operations as a maritime terminal management organisation?**

There are four principle areas of focus that are consistent right across our organisation: customer service – going the extra mile for our customers; safety, with each and every person in the organisation taking responsibility to ensure they and their colleagues go home safely every day; developing our people to make the most of their talent and giving them opportunities to use their potential to the fullest; and encouraging an innovation culture where we are always open to new ideas and new ways of operating. These add up to sustainability and providing value to our stakeholders over the long term.



# CONGRATULATIONS!

The UAE has won the honour of hosting World Expo 2020 in Dubai

**EXPO 2020**  
**DUBAI, UAE**



 DubaiExpo2020  @DubaiExpo2020  
**expo2020dubai.ae**

# THE ROAD AHEAD - EXPO 2020

By Jan Bak

**A**fter enjoying 23 years as a resident in Dubai the vision and determination of this city and country keeps, impressing me.

Celebrating the victory at the impressive Atlantis Hotel at Palm Jumeirah with hundreds of other singing and dancing residents made me wonder, how one could take advantage of the opportunities ahead.

It also made me remember my 10 years at Dubai Ports Authority, Jebel Ali Free Zone and Tejari.com, which showed me the ability; a strong team has, in making dreams a reality. We had strong leadership and worked strategically and tactically across the divisions in winning new businesses, and always to the betterment of Dubai. There was a pride and self-belief that I have never come across since, and I feel proud having been part of these incredible growth years.

Now it is time to embark on another journey, capitalizing on EXPO 2020 and like Norman Vincent Peale once stated – “If you want to get somewhere, you have to know where you want to go and how to get there” – Then never, never, never & never give up and as with anything else it is about planning your work, and work your plan.

EXPO 2020 is starting in October 2020 running for 6 months, so is it a bit early to plan your attack? No it isn't

*(The author is a professional change management specialist, motivational trainer and an environmentalist based in Dubai. Feedback can be sent at [communications@cssgroupsite.com](mailto:communications@cssgroupsite.com) or [janbak21@gmail.com](mailto:janbak21@gmail.com) )*



Jan Bak

and certainly not when you are in the logistics, transportation, removal and industrial packaging game.

First it is getting involved with the construction industry at all levels and segments building relationships, and later it turns over into the fun of warehousing and distribution, ambient, cool and cold storage you name it. You want to win your share of the imports from all over the world, from raw materials to know how and expertise, moving people and arts for the exhibition, as countries show cases their pride and joy. Denmark moved the “Little Virgin” statue from Copenhagen to Shanghai for the 6 months of EXPO 2010, which is like the UK moving the “Crown Jewels” across to Dubai for EXPO 2020, this is an example how seriously

countries value this opportunity. You want to position yourself as a company and individual to take advantage of this movement of people and goods that may turn into export opportunities later. It kind of also makes you think about the EXPO 2020 city and community, where a need for a fleet of small flexible cool and cold stores tonnes of foodstuffs and waste materials in and out of the EXPO city from logistics centers, again it is not something you plan or finance over night.

Point is, nothing comes to you, you need to go and win it, create relationships locally and internationally within the segment and niches you see yourself playing a role. It is about showing one's competences, willingness and ability to invest in resources whether hardware, software, people, structures etc., sell, sell, sell and creating the strategic relationships that maximize the opportunity to win the big tenders that no doubt will come to light, or focus on the specific niche elements and do them better than any competition. There are tonnes of opportunities and who will win them is about determination, persistency, consistency and a winning formula, planned well in advance. Everyone speaks about it but only few are really able to execute it over the long-term.

Happy Hunting from an old loyal resident.

## IGS LOGISTICS HAMBURG VISIT CSS INDIA

Winfried Prignitz, Division manager sea freight & air freight IGS Logistics Group visited CSS office in Cochin. The IGS Group is one of the largest German logistics services provider with over 30 yrs of experience in optimizing logistics operations globally and are having offices in major cities in Germany. CSS Tirupur already enjoys a long time

healthy business relationship with this German giant and offers total logistics solutions including door deliveries in Germany. Team CSS welcomed Winfried Prignitz on his visit to India. Both companies discussed various opportunities for enhancing the existing business trade lanes and conducted joint sales meets for strengthening business.



# CARGO BALL 2013

## CSS JOINS FOR A GLITTERING EVENING WITH CARGO FRATERNITY

**T**he 4th Annual Cargo Ball 2013 is a premier non formal cargo industry event in the Middle East filled with a glittering evening of entertainment and international buffet dinner, attracting participants from the entire freight forwarding and logistics industry from around the world. The event was held on Thursday 28th November at Jumeirah Creekside Hotel in Dubai, United Arab Emirates.

The event was well attended by senior representatives from airlines, freight forwarders, logistics and ground handling agents and the evening aided all the attendees to come together to build industry partnerships and long-term business relationships.

“Cargo Ball 2013 is an occasion to mix business with a social gathering, at the same time contributes to a worthy cause. The general setting was a business networking session to consolidate current connections, revive old ones and even establish new contacts, all this in a cordial and social environment. In addition we are contributing to a worthy cause in the community - Al Noor Training Centre for Children with Special Needs,” added Jacob Isaac, General Manager Air Freight, CSS.

The sponsors and delegates

in association with the organizers Arabian Reach FZ LLC donated 20% of the event revenue to the “Al Noor Training for Children with Special Needs” a special project dedicated to the welfare of the special needs children.

Al Noor Training Center for children with special needs has been in existence since 1981 and provides quality and effective training to the special needs community of Dubai. The center supports children with challenges such as Downs Syndrome, Cerebral Palsy and Autism. These are addressed through special education methods, physiotherapy, speech therapy and occupational therapy. Al Noor also has its own work placement unit, which trains children with an aptitude for open employment. CSS Group since its inception has continually worked closely with the Al Noor Training Center to raise awareness about children with special needs not only through gala dinners, but also by way of souvenir magazines, directories and advertisements.

The CSS delegation who had attended this event included, Sreenath.V, Senior General Manager, Projects, Oil & Energy/Ops, Siby C. Kurian, Senior General Manager, Sales & Marketing, Rakesh Menon, Senior General Manager, CSS Logistics, Ajay Krishnan,



Senior General Manager Ocean Freight, Jacob Issac, General Manager Air Freight, Suku Sudhakaran, General Manager, CSS Homeward Bound, Fida Asghar, Team

Manager, NVOCC, Roshmon Manoli, Route Development Manager, North America, Amith Horra, Marketing Manager, and Baiju Sadanand, Manager Operations, Air Freight.

# A FACELIFT IN BAHRAIN

## CSS RENOVATES ITS OFFICE IN MANAMA

CSS Bahrain recently renovated their offices, located in the heart of Bahrain's capital, Manama. The new office boasts updated meeting rooms and interiors to keep up with the growing demand of their clients and agency partners alike.

Established in 2002, CSS Bahrain has since rapidly increased its pace, starting as an NVOCC and spreading out its arms into the spectrum of Air & Sea freight, Land Transport & Projects handling within a short span of time, creating its own signature in each and every task it undertakes. It has grown to become a trusted partner and a market leader for the freight forwarding and

logistics solution within a short period of time.

CSS Bahrain is located in the heart of Manama and operates a 10,000 Sq. Ft. of CFS facility, managed and operated by its own personnel within Mina Salmaan Port. This ensures successful handling of ocean freight containers coming in from various ports of the world. In addition, CSS Bahrain has recently added a customs bonded warehouse (1200 Sq.mt) in the Bahrain Logistics Zone, a customs-free logistics park in the Hidd Industrial area. Bahrain Logistics Zone is regulated by General Organization of Seaports, Bahrain.

"The new renovation of



Team CSS Bahrain

the CSS Bahrain offices is a testament to our commitment to our clients and partners alike. We have always been at par with advanced technology and ensuring that the needs of the customers are always met. The new renovation allows for smoother operation and can better handle the requirements of customers who visit our offices everyday," added Narayan RT, General Manager, CSS Bahrain.

With its hands on management team and highly experienced project professionals, CSS Bahrain has been offering integrated turnkey project forwarding solutions to worldwide destinations. Today, CSS Bahrain has what it takes to handle clients with global needs and provide solutions to enhance their businesses, building a fruitful partnership along the way.

# WALK TO BEAT DIABETES

## CSS JOINS 20,000 IN BEAT DIABETES WALK IN DUBAI, UAE

More than 20,000 participants took approximately 50 million steps in total in Dubai on Friday in a bid to raise awareness about diabetes and promote the benefits of a healthier lifestyle.

Renuka Jagtiani, Vice-Chairperson of Landmark Group, led the two-kilometre Beat Diabetes Walk along with senior officials from the group as well as representatives of Dubai Sports Council and the Dubai based diabetes support group – I am Number One – comprising of children with Type 1

diabetes and their families.

Following the two-kilometre walk, walkers were herded towards the area that enabled free diabetes checks and blood glucose tests were administered by medical professionals.

"There must have been at least 500 people wearing blue shirts and caps and walking at a snail's pace at Zabeel Park in the morning. Families, elders and young children alike arrived in big family-sized cars and parked in front of Area A, Gate 1. Everywhere you could see white and blue,

the colour scheme of the event. Balloons in those colours swayed in the air and the presumably helium-filled ones were untied to float upwards," added Chandrakala, Manager NVOCC-Operations, CSS.

CSS staff that participated in the Walk were, Chandrakala, Manager NVOCC-Operations, CSS, Ebie Babu, Sales Executive, Ruby Varkey, Sales Coordinator and Sasi Kala, Fashion Designer/Owner, Kala Fashion Group.



People take part in the annual 'Beat Diabetes Walk' organized by Landmark Group at Zabeel Park in Dubai on Friday December 6th, 2013.

# HIT 96.7 RADIO STARS TAKE HOME THE WORLD RECORD FOR LONGEST MARATHON FOR A RADIO MUSIC SHOW

HIT 96.7 has recently celebrated the confirmation of the Guinness World Record for the 'Longest Marathon for a Radio Music Show - Team.'

Hit 96.7 is a leading Malayalam radio station in Dubai which forms part of the Arabian Radio Network attempted to break the existing world record of 77 hr 11min.

The RJ duo, Sindhu and Mithun spent 84 hours broadcasting live the show Radio Active on Hit 96.7. The show went live at 5pm on 5th December from a specially set-up broadcast stage at Lulu Al Barsha, one of the many popular shopping venues in Dubai. The duo finally managed to hang up their headphones at 5am on 9th December 2013 and became the New Record Holders.' Commenting on the World Record, Mahmoud al Rasheed, ARN general manager says, "We are proud of the Hit 96.7 teams record breaking achievement, 84 hours of nonstop broadcasting is no mean task and we support all our network stations with their creative ideas in connecting with their listeners"

Hit 96.7 caters to the expat Keralites who make up the largest expat

community in the UAE. This is the only 24 hour Malayalam Station in Dubai playing non-stop Malayalam Hits. Steve Smith, ARN COO says, "Our teams create world class entertainment programs and the phenomenal support from our listeners who attended to witness this record breaking event, proves the power of radio and our stance within this community."

At 10.12pm on Sunday, Guinness World Records Limited's Mena project manager SamerKhallouf

announced that Sindhu and Mithun are Officially Amazing — the tagline of Guinness World Records and broke the record set in Singapore earlier this year. Their names will appear as the new record holders of "Longest marathon for a radio music show DJ-team" in the Guinness World Records.

CSS Group would like to take this opportunity to congratulate the team at Hit 96.7 on this record-breaking achievement and for all the hard work and effort that they put into the event. Events such as this, really put a spotlight



on the Keralite music industry as a whole and allow for global recognition of an important sector of the Keralite entertainment industry.

Hundreds of loyal fans and supporters had flocked to the Lulu Hypermarket in Al Barsha where they hosted the show from a makeshift studio. Celebrations of their victory reached a peak when they hit their target. The RJs dedicated their achievement to Dubai for winning the Expo 2020 host city's title, the entire Malayalee community and their listeners.

## CSS ATTENDS MAERSK LINE CHARITY EVENT

CSS Dubai recently participated in the Maersk Line Corporate Social Responsibility drive which organized an event to continue efforts in supporting the children of Saaba, Burkina Faso whereby the recently conducted charity drive focused on the extension of existing education facilities in the community of Saaba.

Burkina Faso ranks amongst the poorest nations in the world and its community of Saaba is in dire need of resources in local

schools to educate both children and adults.

The fundraiser was held on December 13th, 2013 at the Hyatt Regency Golf Park in Dubai, United Arab Emirates. The fundraiser included food, games and entertainment for everyone.

Commenting on the charity event, Ajay Krishnan, Senior General Manager Ocean Freight said, "This is the second year that CSS is participating through contribution

for such a noble cause. The passion showcased by the organisers is a true testament of the importance of the cause to Maersk Line and its recipients."

CSS contributed towards the noble cause by purchasing raffle booklets whereby all of the proceeds raised at the Maersk Line will be used to purchase educational items like stationery, books, school bags, clothes, foodstuff and for its transport to Burkina Faso.

# TIPS ON SHIP ARREST PROCEDURES IN UAE

PART 2

The United Arab Emirates (UAE) has now become an important global hub for the people in the Shipping Industry. To arrest a vessel is a statutory right of a claimant under the UAE Maritime Code No. 26 of 1981, as amended (The 'Maritime Code'). It provides and regulates the arrest of vessels.

## *(PART 1 Concluded with*

*Whilst the UAE is not a signatory to the above conventions, the UAE Maritime Code borrows largely from the Hague-Visby Rules and relevantly incorporates, by way of example, the carrier's obligation to exercise due diligence to make the vessel seaworthy, the Hague-Visby force majeure- type defences to the breach of the sea-worthiness obligation and package limitation.)*

## JURISDICTION

Under Article 122 (b) of the Maritime Code clarifies that the UAE Courts will, inter alia, following an arrest, have jurisdiction to hear the substantive proceedings if the 'Maritime debt' arose in the UAE. Hence it is important to establish a nexus with the UAE in order to establish jurisdiction for the arrest and the substantive proceedings.

## FILING OF SUBSTANTIVE PROCEEDING

Once the arrest order being granted the claimant needs to file substantive proceedings (i.e. proceedings on merits) within eight days of an order. Further, court fees are payable for the substantive proceedings, current calculated on a sliding scale up to AED 30,000. Within the stipulate eight days of an arrest order, if the claimant fails to file substantive proceedings the arrest will lapse. Hence the UAE Court will then typically schedule a number of hearings and determine the case on its merits. In the meantime, the arrest order will remain in place unless the arrested party provides a UAE bank guarantee for the release of the vessel or pays cash into court (or provides other security acceptable to the claimant).

## COUNTER SECURITY

Counter Security in UAE Courts have wider discretion, depending on the facts and circumstances of each case and the said counter security is normally in the form of Bank Guarantee drawn on a UAE Bank in Dubai. Some times a port undertaking letter would suffice for counter security (i.e. no Bank Guarantee). However in some other jurisdiction (like Fujairah) Court insist



counter security and generally the same be upto 10 percentage of claim amount..

## JUDICIAL SALE OF VESSEL

UAE Maritime Code permits for the sale of vessel by judicial auction on merits. However the same shall be a final enforceable judgment.

## WRONGFUL ARREST

If the plaintiff obtains the arrest order maliciously with an intention to cause damage to the defendant, the said arrest



## Joy Thattil

Maritime Lawyer & Partner @ Callidus  
Corporate & Maritime Consulting ( CCMC)  
Dubai & India  
[joy@calliduscmc.com](mailto:joy@calliduscmc.com)

is regarded as a wrongful. However the burden of proof in relation to this matters rest on the defendants who claim damages for the wrongful arrest. But I feel this would be an uphill task.

## CONCLUSION

Since UAE has enacted its own specific laws regulating the arrest of vessel and not a signatory to any of the arrest conventions, a claimant in UAE jurisdiction shall be very cautious, as an arrest procedure in UAE is depend on various legal and procedural issues, which are specific to UAE.

# There's no place like home, except grandma's...



Whoever first wrote this really understood that grandmothers hold a special place in our hearts. Even in our busy lives we find ourselves, especially during New Year family gatherings, recalling our grandmothers with fondness and sometimes with a hint of reverence. Whereas we only have one mother we usually get two of granny and often each has their own distinct personality. It is said that they are mothers with a little bit of extra frosting and that they never run out of hugs and cookies! Granny's home was a place which stayed with children's memories and grew over the years. The smell, (always something cooking), the furniture, (built traditionally to last), and the ornaments, (each holding memories), were a treasure trove of something different for young and eager eyes to explore.

The first thing I recall about my grannies was their different homes each having distinctive characters. One was a terraced house where everything was cramped in, but with such skill, that nothing was ever lost. There was no electric supply, only gas, so everything was illuminated by either gas light or

the glow from the fire, which also served as the main cooking oven. I still get the feeling of "warm and cosy" whenever I think about it. My other granny's home was a large detached house with not only spare rooms but also an attic, where things were stored, "just in case" they were needed. Dressing-up was the order of the day for all young family members and nothing seemed out of bounds. We could roar and shout but I must confess that "The Attic" - that mysterious unused store room at the top of granny's home - always had a special air of mystery. Surely someone must live here and they were hiding from us? I suppose this is why I still find the word "attic" somewhat spooky even today.

It is usually granny's cooking, advice and stories about our heritage that stick in our minds. Often forgotten for a while, it is amazing how their words suddenly thrust themselves into our conscious minds years later. Some make us laugh and other make us pause for thought. Grandmothers' sayings, dos and don'ts, may trigger a New Year chuckle with you and perhaps cause you to remember some of your own granny moments. So what rates in grandma's top ten of advice and tips, with a couple of mine thrown in for good luck?

## GRANDMA'S WORDS OF WISDOM:-

- 1) You have freedom of choice but not freedom of the consequences.
- 2) Don't be sorry, be careful.
- 3) Stop minding our people's business.

## GRANDMA'S COOKERY TIPS:-

As grandma seemed to be constantly baking to ensure she always had a plentiful supply of tempting goodies for her grandchildren to eat, cookery tips were plentiful.

- 1) Grate the coconut on weekends and keep it in freezer, in a closed container, as it will last longer.
- 2) To keep fish really tasty and fresh if you want to store it for more than a day, first clean it; rub it with salt, turmeric, and then freeze.
- 3) Forget about the kitchen mess, enjoy cooking and have fun because things can be cleaned afterwards.

## GRANDMA'S HEALTH TIPS:-

I recall, whenever I had an upset tummy, my granny use to make me a mixture of boiled milk and pepper to drink slowly. It should not have worked but maybe it was the way granny made me drink it, because it soothed and cured.

- 1) Always make-up a first-aid box and keep it in your kitchen, you never know when it will come in handy.
- 2) Bite on a clove or rub clove oil onto the tooth to ease a toothache.
- 3) An apple a day keeps the doctor away and the patient regular !

Here's one of granny's tips, useful during holidays, if you find yourself having to go away from home with no one to look after your plants. Place three or four thick towels in the bathtub and cover them with two inches of cold water. Place all your plants in their pots on the towels and they will keep healthy for at least two weeks. However I have saved the most famous of granny sayings till the last. Given her choice granny would no doubt advise that one's New Year's resolutions should be: Start as you mean to go on and never forget to wear clean underwear when you go out, as who knows what will happen next !

I don't know about you, but even as I think of this I can hear my gran's voice chuckling in my ear, "Happy New Year".

*Kaleidoscope desk*



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## CONSOLE SHIPPING SERVICES INDIA PVT. LTD.

Jairam K R Anil Balakrishnan <b>DELHI</b>	Director V P – Business Development	jairam@cssindiagroup.com abnair@cssdubai.com
Rajesh Arora <b>Exports-Sales &amp; Marketing</b>	V P - North India	rajesharora@cssindiagroup.com
Prasun Roy Manish Kumar Sunit Sharma Nikhil Narang Bairender <b>Imports-Sales &amp; Marketing</b>	Sr Manager Export Manager Export Deputy Manager Asst. Manager - Sales Executive	prasun@cssindiagroup.com manishkumar@cssindiagroup.com sunit@cssindiagroup.com nikhil@cssindiagroup.com bairender@cssindiagroup.com
Harshvardhan Dhyani Rajeev Kumar Prabhakar Kumar <b>Export Documentation, CRM &amp; Operation</b>	BDM Manager Import Asst. Manager	harsh@cssindiagroup.com rajeevkumar@cssindiagroup.com prabhakar@cssindiagroup.com
Gauri Pradhan (M) Sangeeta Negi <b>Imports Documentation, CRM &amp; Operation</b>	Executive - docs Jr Ex CRM	gauri@cssindiagroup.com sangeetanegi@cssindiagroup.com
Kishan Dutt Atul Jaiswal Ekta Sawney Radhika Bakhi Gaurev Kumar Prince Jawa Sumit Kumar Accounts: Sudeep V. Pillai Vijay kr Jalla Punno kumar <b>MUMBAI</b>	Executive- Dox Asst Manager – Docs & CRM Executive -CRM Executive - CRM Executive -CRM Executive- Dox Executive - Dox Manager-Accounts Sr. Executive-Accounts Trainee Accounts	kishan@cssindiagroup.com atuljaiswal@cssindiagroup.com ekta@cssindiagroup.com csdelhi@cssindiagroup.com gaurev@cssindiagroup.com importdax@cssindiagroup.com importdo@cssindiagroup.com sudeep@cssindiagroup.com vijayjalla@cssindiagroup.com accdel@cssindiagroup.com
Prabhakar Maniyan <b>Projects</b>	Vice President	prabhakar@cssindiagroup.com

<b>Export Documentation</b> A K Swamy <b>Import / Airfreight Sales</b> Rahat Taleja <b>Customer Service Export</b> Ranjit Rahulian <b>Customer Service Import</b> Quresh Jawiwala <b>Import Documentation</b> Sunny Mathew Devdatt Adivarekar <b>Finance</b> R Krishnan <b>CHENNAI</b>	Manager Vice President Manager Manager Manager Manager Assistant Manager Manager Accounts Branch Manager Manager Accounts Manager Sales Manager Customer Service Assistant Export Documentation General Manager, South India Executive - Documentation Manager- Sales Executive - Operations Branch Manager Manager Sales & Marketing Branch Manager Executive Accounts Executive-Documentation	akswamy@cssindiagroup.com rahat@cssindiagroup.com ranjitrahulian@cssindiagroup.com quresh@cssindiagroup.com sunny@cssindiagroup.com devdatt@cssindiagroup.com krishnan@cssindiagroup.com eugene@cssindiagroup.com sathiya@cssindiagroup.com jackson@cssindiagroup.com jittendra@cssindiagroup.com expdocschn@cssindiagroup.com vishwanath@cssindiagroup.com docstup@cssindiagroup.com ctr@cssindiagroup.com csstuti@cssindiagroup.com sandeepa@cssindiagroup.com vinod@cssindiagroup.com latha@cssindiagroup.com accounts_cochin@cssindiagroup.com docs_cok@cssindiagroup.com
<b>TIRUPUR</b> T K Viswanath Sabareesh C.V <b>COIMBATORE</b> C Thainis Raj <b>TUTICORIN</b> Rajesh <b>BANGALORE</b> Sandeep Anthur Vinod.S <b>COCHIN</b>		

CONTACTS

## LUCKY WINNER

As part of our continuous commitment to the freight forwarding fraternity, CSS initiated a thank you scheme over 7 years ago, whereby one lucky name out of the scores of business cards that are dropped into the raffle bowls placed at the Delivery Order Counter will be rewarded with a gift.

The winner picked selected and rewarded for the months of Nov-December 2013 was **Mohammed Farooq- P& i Logistics** who walked away with gift vouchers worth AED 200 from Carrefour, presented by **Fida Asghar, Team Manager, NVOCC, CSS Dubai.**



# inbound

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	COCHIN	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	PORT KLANG	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XINGANG	YOKOHAMA	JEBEL ALI	
XPRESS TIGRIS	1316	31-Dec																					3-Jan
XPRESS TIGRIS	1401	7-Jan																					10-Jan
XPRESS TIGRIS	1402	14-Jan																					17-Jan
XPRESS TIGRIS	1403	21-Jan																					24-Jan
XPRESS TIGRIS	1404	28-Jan																					31-Jan
XPRESS TIGRIS	1405	4-Feb																					7-Feb
XPRESS TIGRIS	1406	11-Feb																					14-Feb
XPRESS TIGRIS	1407	18-Feb																					21-Feb
HYUNDAI HIGHNESS	525W		2-Jan																				16-Jan
HYUNDAI BANGKOK	043W		9-Jan																				23-Jan
HYUNDAI LONG BEACH	046W		16-Jan																				30-Jan
HYUNDAI NEW YORK	035W		23-Jan																				6-Feb
HYUNDAI COLOMBO	049W		30-Jan																				13-Feb
HYUNDAI JAKARTA	049W		6-Feb																				20-Feb
HYUNDAI CONFIDENCE	526W		13-Feb																				27-Feb
HYUNDAI GENERAL	554W		20-Feb																				6-Mar
MAERSK TAURUS	1403			5-Jan																			25-Jan
MAERSK SERANGOON	1403			12-Jan																			1-Feb
MAERSK TANJONG	1403			19-Jan																			8-Feb
NORTHERN JAMBOREE	1403			26-Jan																			15-Feb
MAERSK KOKURA	1403			2-Feb																			22-Feb
ARCHIMIDIS	1403			9-Feb																			1-Mar
MAERSK KIMI	1403			16-Feb																			8-Mar
MAERSK TAURUS	1405			23-Feb																			15-Mar
MAERSK SEVILLE	1403				9-Jan																		3-Feb
MAERSK SARNIA	1403				16-Jan																		10-Feb
MAERSK SHEERNESS	1403				23-Jan																		17-Feb
MAERSK TUKANG	1403				30-Jan																		24-Feb
MAERSK SAIGON	1403				6-Feb																		3-Mar
NORTHERN JASPER	1403				13-Feb																		10-Mar
MAERSK SAVANNAH	1403				20-Feb																		17-Mar
MAERSK SURABAYA	1403				27-Feb																		24-Mar
APL ILLINOIS	37					6-Jan																	28-Jan
MOL PROMISE	83					13-Jan																	4-Feb
APL VANCOUVER	7					20-Jan																	11-Feb
APL COLORADO	36					27-Jan																	18-Feb
APL TENNESSEE	36					3-Feb																	25-Feb
APL MINNESOTA	33					10-Feb																	4-Mar
APL CHARLESTON	4					17-Feb																	11-Mar
APL ILLINOIS	38					24-Feb																	18-Mar
MAERSK AVON	1402						31-Dec																21-Jan
MAERSK AVON	1404						7-Jan																28-Jan
MAERSK AVON	1406						14-Jan																4-Feb
MAERSK AVON	1408						21-Jan																11-Feb
MAERSK AVON	1410						28-Jan																18-Feb
MAERSK AVON	1412						4-Feb																25-Feb
MAERSK AVON	1414						11-Feb																4-Mar
MAERSK AVON	1416						18-Feb																11-Mar
MAERSK AVON	1418						25-Feb																18-Mar
HYUNDAI HIGHNESS	524W							1-Jan															16-Jan
HYUNDAI BANGKOK	043W							8-Jan															23-Jan
HYUNDAI LONG BEACH	046W							15-Jan															30-Jan
HYUNDAI NEW YORK	035W							22-Jan															6-Feb
HYUNDAI COLOMBO	060W							29-Jan															13-Feb
HYUNDAI JAKARTA	049W							5-Feb															20-Feb
HYUNDAI CONFIDENCE	526W							12-Feb															27-Feb
HYUNDAI GENERAL	554W							19-Feb															6-Mar
HYUNDAI LONG BEACH	046W								7-Jan														30-Jan
HYUNDAI NEW YORK	035W								14-Jan														6-Feb
HYUNDAI COLOMBO	060W								21-Jan														13-Feb
HYUNDAI JAKARTA	049W								28-Jan														20-Feb
HYUNDAI CONFIDENCE	526W								4-Feb														27-Feb
HYUNDAI GENERAL	554W								11-Feb														6-Mar
HYUNDAI BANGKOK	044W								18-Feb														13-Mar
HYUNDAI LONG BEACH	047W								25-Feb														20-Mar
HYUNDAI LONG BEACH	046W									6-Jan													23-Jan
HYUNDAI NEW YORK	035W									13-Jan													30-Jan
HYUNDAI COLOMBO	060W									20-Jan													6-Feb
HYUNDAI JAKARTA	049W									27-Jan													13-Feb
HYUNDAI CONFIDENCE	526W									3-Feb													20-Feb
HYUNDAI BANGKOK	044W									17-Feb													6-Mar
HYUNDAI LONG BEACH	047W									24-Feb													13-Mar
MAERSK CALIFORNIA	1401										1-Jan												4-Jan
MAERSK CALIFORNIA	1403										8-Jan												11-Jan
MAERSK CALIFORNIA	1405										15-Jan												18-Jan

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	COCHIN	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	PORT KLANG	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XINGANG	YOKOHAMA	JEBEL ALI	
MAERSK CALIFORNIA	1407										22-Jan												25-Jan
MAERSK CALIFORNIA	1409										29-Jan												1-Feb
MAERSK CALIFORNIA	1411										5-Feb												8-Feb
MAERSK CALIFORNIA	1413										12-Feb												15-Feb
MAERSK CALIFORNIA	1415										19-Feb												22-Feb
MAERSK DELANO	1318											7-Nov											11-Nov
MAERSK GARONNE	1306											14-Nov											18-Nov
SCT ZURICH	1324											21-Nov											25-Nov
MAERSK GEORGIA	1318											28-Nov											2-Dec
CATHERINE RICKMEERS	1316											5-Dec											9-Dec
MAERSK WYOMING	1402											12-Dec											16-Dec
MAERSK DALPHIN	1402											19-Dec											23-Dec
MAERSK PITTSBURG	1307												1-Nov										19-Nov
MAERSK HARTFORD	1307												8-Nov										26-Nov
MAERSK ATLANTA	1307												15-Nov										3-Dec
MAERSK CHICAGO	1309												22-Nov										10-Dec
MAERSK DENVER	1309												29-Nov										17-Dec
MAERSK DETROIT	1401												6-Dec										24-Dec
MAERSK MEMPHIS	1401												13-Dec										31-Dec
MAERSK COLUMBUS	1401												20-Dec										7-Jan
HYUNDAI BANGKOK	043W													4-Jan									23-Jan
HYUNDAI LONG BEACH	046W													11-Jan									30-Jan
HYUNDAI NEW YORK	035W													18-Jan									6-Feb
HYUNDAI COLOMBO	060W													25-Jan									13-Feb
HYUNDAI JAKARTA	049W													1-Feb									20-Feb
HYUNDAI CONFIDENCE	526W													8-Feb									27-Feb
HYUNDAI GENERAL	554W													15-Feb									6-Mar
HYUNDAI BANGKOK	044W													22-Feb									13-Mar
COSCO KAOHSIUNG	033W																13-Jan						31-Jan
COSCO OCEANIA	035W																20-Jan						7-Feb
COSCO GUANGHOU	055W																27-Jan						14-Feb
COSCO NINGBO	052W																3-Feb						21-Feb
HYUNDAI HIGHNESS	525W																	6-Jan					16-Jan
HYUNDAI BANGKOK	043W																	13-Jan					23-Jan
HYUNDAI LONG BEACH	046W																	20-Jan					30-Jan
HYUNDAI NEW YORK	035W																	27-Jan					6-Feb
HYUNDAI COLOMBO	060W																	3-Feb					13-Feb
HYUNDAI JAKARTA	049W																	10-Feb					20-Feb
HYUNDAI CONFIDENCE	526W																	17-Feb					27-Feb
HYUNDAI GENERAL	554W																	24-Feb					6-Mar
MAERSK KALMAR	1403																		6-Jan				30-Jan
MAERSK KIEL	1403																		13-Jan				6-Feb
MAERSK KARACHI	1403																		19-Jan				12-Feb
MAERSK KLAPEDA	1403																		26-Jan				19-Feb
MAERSK KAMPALA	1403																		2-Feb				26-Feb
MAERSK KYRENIA	1403																		9-Feb				5-Mar
MAERSK KITHIRA	1405																		16-Feb				12-Mar
MAERSK KALMAR	1405																		23-Feb				19-Mar
APL IRIS	180																				3-Jan		29-Jan
APL IOLITE	178																				10-Jan		5-Feb
EMIRATES PEARL	355																				17-Jan		12-Feb
OOCL SAN FRANCISCO	87																				24-Jan		20-Feb
SINGAPORE	8																				31-Jan		27-Feb
APL GERMANY	174																				7-Feb		6-Mar
APL IRIS	181																				14-Feb		13-Mar
APL IOLITE	179																				21-Feb		20-Mar
SVENDBORG MAERSK	1402																					3-Jan	3-Feb
MAERSK GALALAH	1402																					10-Jan	10-Feb
CHARLOTTE MAERSK	1402																					17-Jan	17-Feb
CLIFFORD MAERSK	1402																					24-Jan	24-Feb
MAERSK STOCKHOLM	1402																					31-Jan	3-Mar
CHASTINE MAERSK	1402																					7-Feb	10-Mar
SKAGEN MAERSK	1404																					14-Feb	17-Mar
MAERSK STEPICA	1404																					21-Feb	24-Mar
HYUNDAI HIGHNESS	525W														7-Jan								16-Jan
HYUNDAI BANGKOK	043W														14-Jan								23-Jan
HYUNDAI LONG BEACH	046W														21-Jan								30-Jan
HYUNDAI NEW YORK	035W														28-Jan								6-Feb
HYUNDAI COLOMBO	060W														4-Feb								13-Feb
HYUNDAI JAKARTA	049W														11-Feb								20-Feb
HYUNDAI CONFIDENCE	526W														18-Feb								27-Feb
NEDLLOYD DRAKE	1401																31-Dec						21-Jan
NORTHERN JUBILEE	1403																7-Jan						28-Jan
MAERSK SEVILLE	1403																14-Jan						4-Feb
MAERSK SARNIA	1403																21-Jan						11-Feb
MAERSK SHEERNESS	1403																28-Jan						18-Feb
MAERSK TUKANG	1403																4-Feb						25-Feb
MAERSK SAIGON	1403																11-Feb						4-Mar
NORTHERN JASPER	1403																18-Feb						11-Mar

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.





**TOP MANAGEMENT**

**CONTACTS**

T S Kaladharan Anil Kumar Raj George Ahmed Al Rais Kenneth Allan Dinnadge Rajagopal	Chairman Director - Finance & Admin Senior V P - Projects, Oil & Energy Senior V P - Airfreight Vice President - Business Development Sr. GM - Finance	kala@cssdubai.com anil@cssdubai.com george@cssdubai.com ahmed@cssdubai.com ken@cssdubai.com raj@cssdubai.com	Steenath V Siby C Kurian Ajay Krishnan Arijun Bose Chandrikala (CK)	Sr. GM - Projects Oil & Energy / Ops Sr. GM - Sales & Marketing Sr. GM - Ocean Freight Director - CSS Abu Dhabi Manager Operations - Ocean Freight	steeenath@cssdubai.com siby@cssdubai.com ajay@cssdubai.com arijun@cssabudhabi.com ckala@cssdubai.com
<b>MARKETING</b> Amith Horra <b>SALES (DUBAI) 1</b> Roshi Manoli	Marketing Manager Team / Route Dev.Manager (North America)	amith@cssdubai.com roshmon@cssdubai.com	<b>AIR FREIGHT</b> Jacob Isaac Baiju Sadanand Hari K R Shijo Nino Abraham Sathyapriya Prasanth Ajo Andrews	General Manager Manager - Operations Operations Executive-Imports Operations Executive-Imports Operations Executive-Exports Sales Coordinator-Airfreight Documentation Clerk CGV Warehouse in Charge	jacob@cssdubai.com baiju@cssdubai.com harikr@cssdubai.com shijo@cssdubai.com nino@cssdubai.com sathy@cssdubai.com prasanth@cssdubai.com cssapthwh@cssdubai.com
Ebie Babu Deepak M. B. Maneesh M.M Anoop Jose <b>SALES (DUBAI) 2</b> Richard Varghese Kunal Wadhvani Ranjit Nair Nishad Radhakrishnan Arif Suleman Khatfi <b>SALES (NVOCC)</b> Fida Asghar Santhosh K Kiran Cherian Ranjith Haridas Robin Mathew Prasad Nichal cssdubai.com	Sales Executive Sales Executive Sales Executive Coordinator BDM - Team Head BDM Key Account Manager Coordinator Coordinator Team Manager - NVOCC BDM Team Leader Team Leader Sales Executive	ebie@cssdubai.com deepakmb@cssdubai.com maneesh@cssdubai.com anoop@cssdubai.com richard@cssdubai.com kunal@cssdubai.com ranjitnair@cssdubai.com nishad@cssdubai.com arifs@cssdubai.com fida@cssdubai.com santhoshk@cssdubai.com kiranc@cssdubai.com ranjitharidas@cssdubai.com robinm@cssdubai.com n.prasad@	<b>PROJECTS, OIL &amp; ENERGY</b> Ahmad Fuad Sajith Vijayan Ambili Don Swan Chacko Ratheesh Nair Ameeth Challa Biffo Babu Mehsoob Osama Amil <b>SALES PLUS</b> Arun Jayakumar Ashok Sankar Rashmi Praveen <b>SALES (TEAM JEBEL ALI) 1</b> Hinna Hussain Vibin George Sanjeev Kumar Richard Salvius Sunil Sasidharan	Sr. BDM Manager - Operations Team Leader Operations Supervisor Operations Executive Coordinator Jr. Coordinator Jr. Coordinator Customs Documentation Sr. Coordinator Coordinator Coordinator	fuad@cssdubai.com sajithv@cssdubai.com ambilidon@cssdubai.com chacko@cssdubai.com ratheesh@cssdubai.com ameeth.challa@cssdubai.com biffo@cssdubai.com mehsoob@cssdubai.com osama@cssdubai.com arunjayakumar@cssdubai.com ashoks@cssdubai.com rashmi@cssdubai.com
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**Middle East**

**Consolidated Shipping Services L.L.C.**

Corporate Office, P.O. Box 27802, Dubai, UAE  
Tel: +971 4 3248884, Fax: +971 4 3249994  
Email: [info@cssdubai.com](mailto:info@cssdubai.com)

Dubai International Airport Cargo Gateway (Dubai Cargo Village)  
P.O. Box 27802, Dubai, UAE  
Tel: +971 4 2826176, Fax: +971 4 2826179  
Email: [info@cssdubai.com](mailto:info@cssdubai.com)

**Consolidated Shipping Logistics Centre 1- CFS**

P.O. Box 61334, Jebel Ali, Dubai, UAE  
Tel: +971 4 8872333, Fax: +971 4 8872335  
Email: [cfsoperations@cssdubai.com](mailto:cfsoperations@cssdubai.com)

**Consolidated Shipping Logistics Centre 2 - SCM**

P.O. Box 18595, Jebel Ali, Dubai, UAE  
Tel: +971 4 8873999, Fax: +971 4 8818696  
Email: [info@fmcglogistics.net](mailto:info@fmcglogistics.net)

**Consolidated Shipping Services L.L.C. Abu Dhabi**

P.O. Box 32454, Abu Dhabi, UAE  
Tel: +971 2 6431717, Fax: +971 2 6431919  
Email: [info@cssabudhabi.com](mailto:info@cssabudhabi.com)

**Consolidated Shipping Services W.L.L. Bahrain**

P.O. Box 2209, Manama, Bahrain  
Tel: +973 17540106, Fax: +973 17540107  
Email: [info@cslbahrain.com](mailto:info@cslbahrain.com)



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Email : [info@csshomeward.com](mailto:info@csshomeward.com)

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

S. Subhashini <b>HR &amp; ADMIN.</b> Susanth Shekar Shelly Varkey Cheryl Annes Hassan Haji Devya D.	Credit Controller  Manager - HR Manager - Admin Exe Secretary - Chairman's Office PRO HR Executive	subhashini@cssdubai.com  susanth@cssdubai.com shelly@cssdubai.com cherylanne@cssdubai.com hassan@cssdubai.com devya@cssdubai.com	Rajneesh Radhakrishnan Fayaz Abdulla Arun Kuriakose Litty Abraham Supriya Shetty Greeshma Nair Diyala Nasser Prajeesh Sivaprasad Roshmer Farook	Sr. Sales Executive Sales Executive Sales Executive Sr. Sales Coordinator Sales Coordinator Sales Coordinator Operations Supervisor Transport Coordinator Customs Clearance Clerk	rajneesh@cssabudhabi.com fayaz@cssabudhabi.com arunk@cssabudhabi.com litty@cssabudhabi.com supriya@cssabudhabi.com greeshma@cssabudhabi.com diyala@cssabudhabi.com prajeesh@cssabudhabi.com roshmer@cssabudhabi.com
<b>INFORMATION TECHNOLOGY</b> Biju Damodaran Arunkumar S	Sr. Network Engineer Network Engineer	biju@cssdubai.com aruns@cssdubai.com	<b>CSS BAHRAIN</b> Narayan R T Bijesh PB Krishna Das Salim Das Vikas Masooma Prathap Chandran	General Manager Sales Executive Operations Supervisor CFS Operations Coordinator Customer Service Accountant	narayan@cslbahrain.com bijesh@cslbahrain.com krishnadas@cslbahrain.com salim@cslbahrain.com vikas@cslbahrain.com masooma@cslbahrain.com prathap@cslbahrain.com
<b>CSS HOMEWARD BOUND / INDUSTRIAL PACKING AND LASHING</b> Suku Sudhakaran Vinod Sasidharan Akhil Prabha Harijath Suffikar	General Manager Operations Executive Sales Executive Jr. Coordinator	ssuku@csshomeward.com vinod@csshomeward.com akhil@csshomeward.com harijath@csshomeward.com	<b>CSS ABU DHABI</b> Renjith B Pillai Midhun George Amal Hareendran Githesh T.K.	Branch Manager Sales Manager Asst. Manager- Ops & Cust. Service Accountant	renjith@cssabudhabi.com midhun@cssabudhabi.com amal@cssabudhabi.com githesh@cssabudhabi.com
<b>ASSOCIATES</b>			<b>CORPORATE COMMUNICATIONS (GROUP)</b> Unnikrishnan G		
			Head- Corp. Communications unni@cssdubai.com		

#### CONSOLIDATED SHIPPING SERVICES W.L.L. – KUWAIT

Suhair Commercial Centre, Opp. Sharq Fire Station, 1st Floor  
Al-Hilali Street, P.O. Box 12075, Shamiya 71651, Kuwait.  
Tel +965 2249 3957, +965 22493960  
Fax +965 2249 3956

Abdulrahman Amin Dean Landers	Gr. General Manager General Manager	abdulrahmanamin@csskuwait.com dean@csskuwait.com
----------------------------------	--	---

#### CONSOLIDATED SHIPPING SERVICES – MALDIVES

C/o GO Maldives, 66/17, 7th floor  
Cyprea building, Bouthakurufaanu Magu, Male, Republic of Maldives  
Tel : +960 330 7242 fax +960 332 3523

Goutham Gopal	Business Development Executive	goutham@cssmale.com
---------------	--------------------------------	---------------------

#### CONSOLIDATED SHIPPING SERVICES – PAKISTAN

Suite 208, Progressive Square 11-A, Block-6,  
PECHS, Shahr-e-Faisal, Karachi-75400, Pakistan  
Tel: +9221-3437 1352 (3-Lines, Fax: +9221-3437 1230)

Asghar Malik	Country Manager	asghar@css-pk.com imports1@css-pk.com exports1@css-pk.com
--------------	-----------------	---

#### KINGDOM OF SAUDIA ARABIA

BARWIL AGENCIES LTD FOR SHIPPING (WSS DAMMAM)  
Post Box 293, Dammam, 31411, KSA  
Telephone : +966 3 833 9975, Fax : +966 3 833 3393

Mohammed Siraj Imtiaz Ali	Logistics Operations Manager Logistics Operations Supervisor	mohammed.siraj@wilhelmsen.com imtiaz.ali@wilhelmsen.com
------------------------------	---	--

BARWIL AGENCIES LTD FOR SHIPPING (WSS RIYADH)  
Post Box 21663, Riyadh, 11486, KSA  
Telephone : +966 1 477 3945, Fax : +966 1 477 4376

Mohammed Siraj Kunhammed Koya	Logistics Operations Manager Logistics Operations Supervisor	mohammed.siraj@wilhelmsen.com wss.riyadh.logistics@wilhelmsen.com
----------------------------------	---	--

BINZAGR BARWIL MARINE TRANSPORT COMPANY LTD (WSS JEDDAH)  
Post Box 208, Jeddah, 21411, KSA  
Telephone : +966 2 6973343, Fax : +966 2 6971103

Tauheed Raza Omer Altaf	Logistics Operations Manager Logistics Operations Supervisor	tauheed.raza@wilhelmsen.com omer.altaf@wilhelmsen.com
----------------------------	---	--

#### IFS DOHA

P.O. Box 5994, Doha, Qatar Tel: +974 466 67100  
Fax: +974 466 7400 Email: doha@inftrsvcs.com

Oliver Hahn	Regional Manager	oliver.hahn@inftrsvcs.com
-------------	------------------	---------------------------

#### IFS MUSCAT

P.O. Box 2954, Ruwi 112, Sult. Of Oman Tel: +968 24 794100  
Fax: +968 24 795047 Email: Muscat@inftrsvcs.com

Vijay Kumar	Office Manager	vijay.kumar@inftrsvcs.com
-------------	----------------	---------------------------

#### HINDUSTAN SHIPPING & CLEARING HOUSE

Ground Floor, CCHAA Building, Indira Gandhi Road,W/ Island,  
Cochin – 682009 Telefax: + 91 484 – 2667693/ 98

Latha Ashokan	Branch Manager	latha@cssindiagroup.com
---------------	----------------	-------------------------

## Indian Sub Continent

### Console Shipping Services India Pvt. Ltd. – Bangalore

Suite 305, III Floor, Sophia's Choice, No.7, St. Mark's Road, Bangalore - 560001  
Tel: +91 80 22133011, Fax: +91 80 42110133  
Email: mailblr@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Chennai

30/10, "Dev Appartments", 1st Floor, 1st Main Road,  
Gandhi Nagar, Adyar,  
Chennai - 600 020, TamilNadu, India.  
Tel : +91 44 24414511,12, Fax: +91 44 24414515  
Email: mailchennai@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Cochin

Ground Floor, CCHAA Building, Indira Gandhi Road,  
W / Island, Cochin – 682009  
Telefax: +91 484 2667693 / 2667698  
Email: mailcochin@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Coimbatore

No :1, Kondasamy Nagar, Masakalpalayam Main Road,  
Peelamedu,Near G.R.G. Signal, Coimbatore -641 004  
Tel No : + 91 422 4394142  
Email: vishwanath@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Delhi

A – 85, DDA Sheds, 2nd Floor, Okhla Industrial Area,  
Phase II, New Delhi - 110020  
Tel: +91 11 40589900, Fax: + 91 11 40589988  
Email: maildelhi@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Mumbai

Suite # 102, First Floor, Sai Samarth Building,  
Deonar, Mumbai - 400088  
Tel: +91 22 42212800, Fax: +91 22 42212899  
Email: mailmumbai@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Tirupur

49/24, NSP Building, Near Vinayagar Kovil, Ramnagar,  
Tirupur – 641602, Tamil Nadu  
Tel: +91 421 2236025, Fax: +91 421 4332347  
Email: mailtirupur@cssindiagroup.com

### Console Shipping Services India Pvt. Ltd. – Tuticorin

48 B/27, Pearl Plaza Building,  
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