



Lighthouse

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MAY-JUNE 2014

Bi-monthly publication of CSS Group

Emirates Sky Cargo award to CSS

CSS Staff Party
2014

Safmarine Award to CSS



KPL Dubai Teaser
Season 3



EXPO 2020
DUBAI, UAE



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Projects, Oil & Energy



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T S Kaladharan

CHAIRMAN'S MESSAGE

When reading a particular book leaves a lasting impression, it usually brings inspiration when least expected. One such book, takes its title from an acclaimed English cricketer, born in Bangalore in 1932. Colin Cowdrey's cover drive which was said to be like, "The Promise of an Endless Summer" evoked the book's title. Cricket conjures up images of green turf, lazy sunny afternoons and the sound of willow hitting on leather. For many, these are things that dreams are made of. But it is one thing dreaming and another being spurred to do something about a dream.

At the time our Dubai lives were enlivened by the release of the Bollywood movie "1983", which is based around cricket, my friends and I couldn't stop thinking about the possibility of playing a team from the movie world. Just imagine such a match, with the KPL Dubai team owners eleven, would be an awesome game of cricket for us all. The stuff dreams are made of! "The Promise of an Endless Summer" drove us into action. Imagine a movie team transforming itself into a real life cricket team. But on the 11th April this dream,

which arose from discussing cricket back in March at my Dubai home, became a reality when the cricket match took place. This was an auspiciously memorable occasion which was achieved by acting on ones dreams.

Many dream and, in the light of dawn, forget them and do nothing. Success, is brought about by believing in ourselves and being motivated to make our uplifting dreams a reality. It is such motivation which drives CSS onwards to even greater team awards. Being proactive, in response to our dreams, and having the determination to act is something I have always been resolute in achieving. The recent accolades CSS received from Emirates & Safmarine are obvious examples of such driving spirit showed by all of us. It is time to encourage everyone to join me so we can dream big, act bigger and reap the rewards and acclaim.

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GPLN 11th ANNUAL GENERAL MEET



GPLN successfully concluded their 11th Annual General Meeting at the Dusit Thani Hua Hin Hotel. A multitude of GPLN members, sponsors and trade media representatives from around the world had plenty of networking opportunities during intense meetings and social events to maintain and

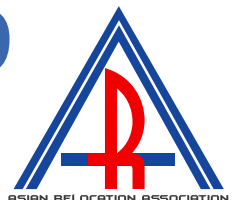
establish new contacts that will greatly benefit their business. The record breaking attendance of over 160 GPLN delegates was the highest in GPLN history. Raj George, Senior Vice President, Projects, Oil & Energy, CSS Group, Narayan RT, General Manager CSS Bahrain and Renjith Pillai, Branch

Manager, CSS Abu Dhabi represented CSS Group during the three day GPLN Annual Global Meeting. As one the sponsors for the GPLN Annual General Meeting, CSS Group would like to extend their thanks and gratitude to GPLN for organizing the annual meeting. "It was planned well and informative as we

CSS HOMEWARD BOUND AT ARA

CSS Homeward Bound

RELOCATIONS • EXHIBITIONS & EVENTS • INDUSTRIAL PACKING • LASHING • CRATING



CSS HOMEWARD BOUND ATTENDS ASIAN RELOCATION ASSOCIATION CONFERENCE HELD IN BANGKOK, THAILAND

The Asian Relocation Association (ARA) was formed in early 2009, and consists of a close knit like-minded relocating companies within the Asian region. The conference acts as an excellent platform for relocation specialists within the region to network, and discusses recent trends and opportunities within the industry.

"The members of the ARA are very committed when it comes to performing their committee roles, CSS Homeward Bound was able to

use this opportunity to build new and strengthen relations between the different partners," added Suku Sudhakaran, General Manager, CSS Homeward Bound who attended the conference.

The ARA Conference was held from March 7th to 9th, 2014 at the Hilton Millennium Grand Hotel, Bangkok, Thailand and included informative sessions whereby senior members of the association shared their experience and insight into

the relocation industry, given their vast experience within the region. CSS Homeward Bound would like to congratulate Boonma on their 50th Anniversary and thank them for making CSS a part of the anniversary celebrations, in addition to V-Pack who hosted a dinner at the conference as well.

CSS Homeward Bound would like to extend their gratitude and congratulations to the President Sudeep Shah and his committee for such a well organized event.

CSS GROUP ATTENDS 11TH GPLN ANNUAL GENERAL MEETING IN HUA HIN, THAILAND, MARCH 16-18, 2014



were able to network with members and discuss various trends and market forecasts within the industry,” added Raj George, Senior Vice President, Projects, Oil & Energy, CSS Group.

The GPLN delegates celebrated the annual meeting in style and the

gala dinner featured outstanding performances by local Thai artist at the award winning Dusit Thani Hua Hin Hotel.

The annual meeting was coinciding with GPLN’s 10th anniversary and every attending GPLN member office

received a free copy of a specially issued commemorative GPLN Photobook with almost 400 pages showing the great moves that the GPLN members arranged in the past for their customers and also GPLN at the various events throughout the year.

CEMENTING RELATIONSHIPS



FPS ROTTERDAM VISITS CSS DUBAI

Saskia De Jong, Director FPS Rotterdam, visited CSS Dubai earlier this year to meet the entire team as part of their long standing business relationship.

“We would like to thank Saskia for visiting CSS Group here in Dubai as it allows us to strengthen our partnership while showcasing the facilities of CSS Group. The meeting allowed us to share sales leads, thus allowing for a mutually beneficial long term relationship with FPS Rotterdam,” added Siby Kurian, Senior General Manager, Sales & Marketing, CSS Group

During the course of her visit, Saskia De Jong was able to discuss their

current levels of cooperation with CSS Group and how they may continue to grow using the expertise of both the organizations, in order to improve volumes and client satisfaction. Commenting on her recent visit to CSS Dubai, Saskia added, “Our focus is on building long-term relationships with our partners all over the world. We believe that these relationships can be best built and maintained through the continued provision of reliable and pro active services offered by FPS and CSS Group.”

For further information, please visit www.cssgroupsite.com & www.fpsrtm.com

STAFF PARTY 2014

CSS GROUP CELEBRATED ITS 19TH ANNIVERSARY STAFF PARTY IN ABU DHABI

CSS Group celebrated its 19th anniversary staff party at The Club in Abu Dhabi on Thursday April 3rd, 2014. The annual party began at 8.30 pm with the employees and their family members arriving at the venue. The party commenced with the opening remarks from the CSS Group Chairman, T.S. Kaladharan. As part of the celebration the employees who had completed 10 years of service, Rejinish Chandra, Indran Jayandan, Sunil Panicker, Suresh Sukumaran, Anoop Peethambaran, were honoured for their valuable service.

After the award ceremony there were special performances by the CSS employees and their family members, which included dance solo's, solo singing, group singing and dances. To entertain the guests, CSS Group

arranged a special appearance by DJ's & RJ's from local popular radio station, HIT FM. A combination of musical performances from Riyaz on the guitar and percussions, RJ Nimmy singing, RJ & DJ Kips on the turntables and singer Shamir performed favourite Asian hits much to the crowd's delight, which had them dancing into the late hours of the night. On behalf of the CSS Group, Chairman and the Senior management thanked the sponsors and overseas guests who participated and contributed to the CSS Annual Staff Party and all valued associates who had sponsored the prizes for the CSS raffle draw.

A special thanks goes out to the CSS Staff Party Committee who helped organize this grand evening for the entire CSS staff, as without their assistance the evening would not have been such a success.

10 YEARS OF EXCELLENCE



Anoop Peethambaran- CSLC 2 FMCG Presented By Raj George



Indran Jayandan-CFS Staff Presented By Arjun Bose



Sunil Panicker- Accounts Department Presented By Anil Kumar



Suresh Sukumaran- DO Counter Presented By Jairam KR



Rejinish Chandra- Operations Staff CSLC 1 presented by Chandrakala



CSS ATTENDED INTERMODAL 2014 IN BRAZIL



The 20th edition of Intermodal South America which is the 2nd largest event in the world of Logistics, Cargo Transportation and Foreign Trade took place in São Paulo Brazil, Transamérica Expo Center from April 1st to 3rd, 2014.

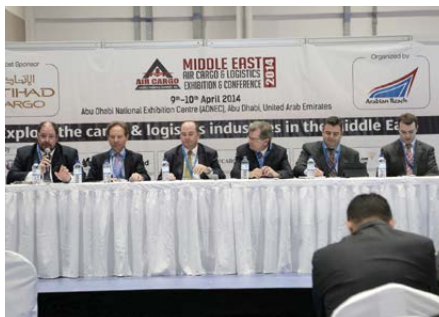
“Exhibitions such as Intermodal create an excellent platform for logistics companies to showcase their first class

products and service offerings to an international audience. Intermodal allows CSS Group to network, nurture and create business relationships with associates from all continents, in one single arena. This allows an open discussion into latest trends and exciting opportunities that are opening up within our fast paced industry,” said Siby Kurian, Senior General Manager

Sales & Marketing, who represented CSS Group at the exhibition.

Intermodal displayed over 600 exhibitors from all over the world presenting new products, the latest equipment and technology innovation and a vast conference program, which provided a unique opportunity and experience for more than 50,000 professionals.

MEACL 2014 CSS GROUP EXHIBITS AT THE MIDDLE EAST AIR CARGO AND LOGISTICS EXHIBITION AND CONFERENCE



The Middle East Air Cargo and Logistics Exhibition and Conference 2014 (MEACL 2014) organised by Arabian Reach FZ LLC and hosted by Etihad Cargo was held on 9th and 10th of April 2014 in Abu Dhabi. The Event attracted airlines, airports, freight forwarders and multimodal transport experts to discuss the trends and future opportunities in the logistics industry in the region.

MEACL 2014 was the first of its kind event highlighting the significance of UAE as multimodal logistics hub connecting air, sea and land. The panel discussions held at the event discussed various topics including Middle East

Air Cargo and Logistics environment, Cool chain – trends in transport of pharmaceutical and temperature controlled goods, cargo security and opportunities provided by e-freight.

CSS Group exhibited its first class services during the two day exhibition and interacted with numerous trade delegations and trade visitors. Attending the exhibition from CSS Group were Amith Horra, Marketing Manager, CSS, Prakash Shetty, Sr. Sales Executive, CSS Abu Dhabi and Arun Kuriakose, Sales Executive, CSS Abu Dhabi. “Having a presence at the Middle East Air Cargo and Logistics Exhibition and Conference 2014 was crucial as it was the first of its kind in Abu Dhabi. Arabian Reach FZ

LLC organized an excellent exhibition and conference and during the two days we were able to network with the shipping and logistics fraternity not only from the UAE, but from the entire MENA region. It was a platform to nurture existing business relationships within the industry while fostering new ones,” added Amith Horra, Marketing Manager CSS.

The first panel on day-one focussed on how transport infrastructure meets the freight forwarders’ need and discussed the possibilities of interlinking regional logistics; the session also highlighted the possibilities provided by the GCC-wide rail network and roadways. The second panel featured Multimodal logistics, and key-trend market characteristics and opportunities for Logistics Service providers in the Middle East. The third panel on Cool Chain logistics discussed distribution of cold chain pharmaceutical products across the Middle East and the challenges of the region with unique country to country GDP regulations. The final panel on ‘e-freight along the global supply chain’ examined the status of e-freight globally and in the Middle East.



Special Achievement Award

CSS RECEIVES AWARD FROM EMIRATES SKYCARGO

UAE Cargo Agents
Awards 2012-2013



Top Cargo Agent Award
Dubai

Emirates SkyCargo presented its top agents with special achievement awards at a dedicated event held in March 2014 at the JW Marriott Marquis in Dubai. These awards recognise the important role of cargo agents and forwarders in contributing to the airline's success during the year 2013.

"The agents we work with are an integral part of our accomplishments in achieving growth across all of the markets that we operate in. Through the years, we have developed strong relationships with the top agents in the country," said Nabil Sultan, Emirates' Divisional Senior Vice President Cargo. "Our discerning customers work with us every step of the way and it is important to commend their hard work, for we rely on their quality service and support around the clock."

In congratulating the top performing forwarders from across the country, Emirates SkyCargo presented Consolidated Shipping Services L.L.C. an award in recognition of their continued support. Accepting the award on behalf of CSS Group was Arjun Bose, Director, CSS Abu Dhabi and Chandrakala (CK),



Manager Operations-Ocean Freight, CSS.

The awards were presented by Nabil Sultan, and Jassim Saif, Emirates' Vice President Cargo Commercial UAE Sales. The annual agent awards are an important part of the Emirates SkyCargo award calendar and an opportunity to recognize all cargo agents for their tremendous contributions in supporting the on-going success of the award-winning carrier.

ABOUT EMIRATES SKYCARGO:

Since services commenced in 1985, Emirates SkyCargo has built a

reputation for leading the industry in innovation, flexibility and service. It has received numerous international awards, including 'Cargo Airline of the Year 2013' (Air Cargo Week), 'Cargo Airline of the Year 2013', 'Best Middle East Cargo Airline' (both Air Cargo News), 'Best Air Cargo Carrier Middle East' (AFSCA), 'Cargo Operator of the Year' (SCATA) and 'Air Cargo Excellence Award' (Air Cargo World). With many more awards from prestigious organizations. Supported by a 213 strong fleet which includes 201 wide-bodied passenger aircraft and 12 freighters, Emirates serves a network of over 140 destinations in 80 countries.

DP WORLD HOSTS CONFERENCE TO FACILITATE TRADE ALONG KAZAKHSTAN'S 'NEW SILK WAY'

CONFERENCE EXPLORES NEW LOGISTICS OPPORTUNITIES FOR TRADE BETWEEN ASIA AND EUROPE



DP WORLD



increasing trade flows along the “New Silk Way” – the overland rail transport route that links China, Russia’s Far East and Europe via Kazakhstan. Its aim was to share the developments and new opportunities emerging on Silk routes including the establishment of the Kazakh Chinese gateway Khorgos, which is an influential trading hub for distribution between China and Europe.

DP World Group CEO Mohammed Sharaf welcomed attendees to the conference saying: “With the shift of manufacturing to central and western Chinese cities, far from the traditional sea ports that have taken Chinese made goods around the world, the New Silk Way across Kazakhstan has enormous potential to link China and the west mainly by land, and particularly by rail.” In November 2013, DP World and KTZ signed an agreement that will see DP World provide management advisory services for the development of the Khorgos Special Economic Zone (SEZ) and Inland Container Depot (ICD). DP World will also provide similar services under a separate contract at the Port of Aktau, Kazakhstan’s main cargo and bulk terminal on the Caspian Sea.

“On behalf of the CSS Group, we are pleased to thank DP World for organizing such an informative conference; whereby we were able to gain insights into the strategic development plans of DP World, KTZ and the New Silk Way,” added Ken Dinnadge.

Speakers in the conference included senior management from DP World, Kazakhstan Railway & logistic company, Kazakhstan Customs, Russian UTLC, Chinese Lianyungang Port Group, Hewlett Packard and Toyota Tsusho Corporation. They shared their vision and the details of significant investments being made in the development of silk route and Khorgos SEZ.

Global marine terminal operator DP World has recently hosted a conference at the Mövenpick Hotel Ibn Battuta Gate - Dubai, aimed at fostering partnerships to facilitate increased trade between Asia and Europe along the “New Silk Way” through Kazakhstan.

The conference was supported by H.E. Askar Mamin, President of Kazakhstan Temir Zholy (KTZ), Kazakhstan’s national

railway company, and attendees included KTZ Vice President Kanat Alpysbayev, senior Dubai trade officials and representatives from multinational corporations from the automotive and IT industry, with conference sessions attended by customs, logistics, trade and infrastructure experts. In attendance from CSS Group was Ken Dinnadge, VP Business Development and Amith Horra, Marketing Manager.

The purpose of the conference was to discuss best-practice solutions for

LASHING JOBS AWARDED

LUXURY CAR LASHING PROJECT SUCCESSFULLY COMPLETED BY CSS HOMEWARD BOUND

CSS Homeward Bound, the relocation and moving arm of CSS Group, was recently awarded the lashing and securing of personal vehicles by a prestigious client within the MENA region. The scope of the project was to collect the vehicles, conduct a damage survey and prepare a report of damages, transportation of the cars by car carriers, stuffing and lashing the cars into containers and handling the export documentation, freight, clearance, door delivery with destuffing.

“The acquisition of such projects is an evidence of the trust that CSS Homeward Bound has built within partners and clients since its inception. Whether commercial or personal cargo, CSS Homeward Bound ensures that no shortcuts are taken to ensure a hassle free delivery of cargo to its clients,” said Suku Sudhakaran, General Manager, CSS Homeward Bound.

In order to ensure that the cars where



handled with the utmost care and precision, CSS Homeward Bound used high quality Germanischer Certified lashing material, applications of adequate cushioning were done to protect the wheels and the dunnage that was used was heat treated prior with the assistance of the entire team.



CSS HOMEWARD BOUND AWARDED ARMoured VEHICLE CAR LASHING PROJECT

CSS Homeward Bound was recently awarded an exciting project which was the lashing of armoured vehicles into 40 ft. containers. As the client required that the container had to have the vehicles present at the customs inspection point prior to sealing the container, CSS Homeward Bound had to ensure that they got in the maximum number of containers every day before 1700hrs.

With the well-coordinated efforts of the staff from the CSS Homeward Bound, CSS Documentation Department, CFS, and Land Transport Department they were able to stuff and secure up to 32 armoured vehicles in a span of 8 hours. “CSS Homeward Bound would like to personally thank the operational staffs who were behind the immaculate planning and smooth execution of the job; to the utmost satisfaction of the



client. The project was completed with no compromise to the quantity and quality of material used and more importantly the safety of all personnel involved,” commented, Suku Sudhakaran, General Manager, CSS Homeward Bound.



PERFORMANCE EXCELLENCE AWARD

CSS RECOGNIZED ONCE AGAIN BY SAFMARINE

CSS was recently recognized at the Customer Award Night by Safmarine, at a dinner held at the Murooj Rotana in Dubai, UAE on April 9th 2014. In attendance to receive this award for CSS was Ajay Krishnan, Senior General Manager, Ocean Freight and Raufa Shaikh, Pricing Manager.

“Safmarine’s Customer Awards Night not only provides a platform for commemorating the support of our valuable customers but is truly a celebration of our strong partnership built over the years and our relationship with CSS is testimony to this. Together, we have grown tremendously in the past year and our aspiration is to raise the bar further in 2014. One of the elements that have been crucial to this growth is the coordination between the two entities. At Safmarine, we place immense importance on providing superior accessibility and best-in-class experience to our customers. We believe this has played a pivotal role in strengthening our ties with CSS. We look forward to a continued successful partnership,” commented Seema Nair, Managing Director, Safmarine.

The recognition of this award was for the growth and consistent performance for the fiscal year 2013 and it is the second consecutive year that CSS has been awarded by Safmarine. “On behalf of CSS Group I would like to thank Safmarine



for the recognition it has extended to us over the years and this would not have been possible if not for the support the Safmarine team has extended to us since we have started this partnership,” added Ajay Krishnan, Senior General Manager, Ocean Freight, CSS.

Safmarine is an international shipping line offering containerised services with presence in more than 120 countries. Formed in 1946 by South African Industrialist, Safmarine is now widely known as north/south trade and African specialist. Middle East and Africa are their core markets with more than 1200 Safmariners serving customers

worldwide.

“Safmarine and CSS partnership was established 3 years ago. Since then CSS has been one of our key business partners in the UAE. It has been a wonderful relationship with CSS and we have gone at great lengths to jointly develop business across global markets. T S Kaladharan has been a driving force and we take this opportunity to thank the Management and staff of CSS for their valuable contribution,” added Sanjeev Saraf, Head of Commercial, UAE, Safmarine.

For further information, please log onto: www.cssgroupsite.com & www.safmarine.com

CSS CHENNAI MOVES TO NEW OFFICE

CSS Chennai has moved on to a new office more convenient and easily accessible to all their clients, associates and well wishers. Their new address is as mentioned here. CSS Chennai wishes to thank the entire shipping fraternity for their continuous support and co-operation in the past and expects the same in the future as well.

S.M.J Parry’s Plaza

4A, 4th Floor, Old No 12, New No 28

2nd Lane Beach, Parrys,

Chennai-600 001

Email: mailchennai@cssindiagroup.com



A CRICKET TREAT for the EYES



Kunchacko Boban hitting a boundary



Suresh Gopi welcoming the gathering



Nyla and Mithun entertaining the crowd



KPL Brand ambassador and super star Suresh Gopi and celebrity guest Narain were also present to cheer up the crowd.

KPL Dubai Teaser season 3 turns out to be a brilliant bat and ball game

Nobody expected such a stunning performance, when KPL team owners XI invited the team formed by the cast and crew of the famous Malayalam movie hit 1983 branded by the Concord ventures Group. Both team played professionally at the Sevens ground on the Al Ain road in Dubai. Concord ventures group team 1983 put up a formidable score of 152 as per the T20 standards, when they batted first. Some brilliant shots from actors like Kunchacko Boban and Madan Mohan helped 1983 team to put up a challenging score in front of the experienced KPL team owners XI.

Neeraj Ramamurthy, owner of Wayanad Highlanders, and Shiva Pagarani, owner

of Thrissur Dynamites, bagged two wickets apiece, while Farwaz of Kasargod Leopards chipped in with one wicket. The 1983 team scored 152 for the loss of five wickets in their allotted 20 overs. The KPL team made the chase looks easy, thanks to a brilliant opening partnership of 82 between Zamin Jaleel of Kannur Veerans and Biju Nair of Trivandrum Royals. Jaleel hit seven boundaries and scored 40 off 22 deliveries, while Biju scored 35 off 24 balls with five hits to the fence.

Madan sent back both openers as the KPL team lost three wickets in quick succession with the score reading 84 for three. But Qais Farooq of Calicut Zamorins played a crucial knock of 24 while Nashwan S chipped in with a useful 18. Neeraj remained unbeaten on 10 as the owners' team reached their target in 18.4 overs.

KPL directors Paul T Joseph, T S Kaladharan, CTK Nazir, Thomas C Philip and Ajith Thayyil presented the prizes for the winners after the match.



KPL Director-Kala giving memento to Abrid Shine



KPL PRESS CONFERENCE



T S Kaladharan addressing the Media

Prior to the teaser match in Dubai, the KPL Management committee and the 1983 movie crew jointly conducted a press conference both in Cochin & Dubai.

The media packed press meet in Cochin was held at Holiday Inn which was attended by Actors Nivin Pauly, Anoop Menon, and Director Abrid Shine on behalf of Movie 1983 and T.S. Kaladharan (Chairman, CSS Group), Ajit Thayyil (Director, Space Max Contracting LLC), Paul Joseph (Managing Director, AAA Group) and Sridhar (MD, Concord venture Group)

on behalf of KPL Dubai. BCCI member and KCA president T C Mathew also attended the function.

In Dubai the press conference conducted at The India Club on the 09th April was attended by Actors Suresh Gopi, Nivin Pauly and Joju George on behalf of Movie 1983 and T.S. Kaladharan (Chairman, CSS Group), Arjun Bose (Director, CSS Abudhabi & Owner, Alleppey Ripples team) Paul Joseph (Managing Director, AAA Group) and Sridhar (MD, Concord venture Group) on behalf of KPL Dubai.

About KPL (Kerala Premier League)

The first of its kind T20 Cricket in UAE – Asian Cricketing with Middle Eastern seasoning! A total of 14 Glorious Teams named with 14 Districts from Kerala. Each team consists of a minimum of 3 players preferable from the respective districts of Kerala in a playing XI and the remaining from local talent with one player under the age of 22 and maximum of 2 overseas players. KPL Dubai is the biggest ASIAN sporting event providing you with the opportunity to be known to and reach, one of the largest communities in the region. After the super hit Indian Premier League and in consideration of the 4.5 million Asian populations in the UAE – the highest number among all expats, Kerala Premier League Dubai was formed under the guidance and support from the Dubai Cricket Council, and the generous patronage from the sponsors and the cricket loving community in Dubai. KPL successfully completed 2 seasons of cricketing festival in Dubai and is now entering the third season with a bang. A team of successful businessmen with passion for sports supported by experienced professional advisors formed the KPL DUBAI.



The KPL Dubai management expressed their sincere gratitude to the team members of 1983 Movie led by Abridge Shine, and consisted of actors like Nivin Pauly, Joju, Gregory, Saiju Kurup and

Kalabavan Prajod and the celebrity guests, Kunchacko Boban, Naraine, Martin Prakkat and Sugeeth who were present for the event. A special thanks to DJ Kips and Riyaz for their live performance at the venue.

YOU'RE INVITED TO ATTEND

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13 MAY EVENING WELCOME RECEPTION
14-15 MAY EXHIBITION & EXECUTIVE PRESENTATIONS

CSS Group is proud to be exhibiting at **BREAKBULK EUROPE 2014** - the world's largest exhibition and educational forum for traditional breakbulk and project cargo logistics.

CSS Group has arranged for you to receive an additional 10% discount on current registration rates for all Exhibition and Educational options.

Join us at **BREAKBULK EUROPE 2014** for unparalleled education, networking and business development opportunities.

The **CSS GROUP** delegation that will be attending the exhibition is:

- | | | |
|-------------------|---------------------------------------|--|
| Raj George | - Senior Vice President | george@cssdubai.com |
| Ken Dinnadge | - VP Business Development | ken@cssdubai.com |
| Siby C. Kurian | - General Manager Sales & Marketing | siby@cssdubai.com |
| Narayan RT | - General Manager-CSS Bahrain | narayan@cslbahrain.com |
| Renjith Pillai | - Branch Manager- CSS Abu Dhabi | renjith@cssabudhabi.com |
| Amith Horra | - Marketing Manager | amith@cssdubai.com |
| Prabhakar Maniyan | - Vice President - Projects-CSS India | prabhakar@cssindiagroup.com |
| Asghar Malik | - General Manager- CSS Pakistan | asghar@css-pk.com |

If you would like to setup a meeting with any of the CSS delegation, please send us an email so we can confirm the date/time for the meeting.



SEE YOU IN MAJORCA

CSS GROUP TO BE REPRESENTED AT THE ANNUAL PORSCHE GOLF CUP WORLD FINAL



Ken Dinnadge, VP Business Development, CSS, won the Porsche owners Golf Cup Dubai recently held at the Emirates Golf Club Course. The tournament saw Dinnadge securing a sought-after spot in one of the five individual categories qualifying for the amateur tournament in

the Mediterranean.

The 2014 Porsche Golf Cup Dubai was hosted by Porsche Centre Dubai, Al Nabooda Automobiles LLC, the sole distributor for Porsche in Dubai and the Northern Emirates. All five winners of the individual categories are entitled to participate in

the Porsche Golf Cup World Final and will be joined by hundreds of finalists from other qualifying tournaments organized by Porsche Centres around the world. The Porsche Golf Cup World Final will take place later this year in Majorca, Spain and CSS' own Ken Dinnadge will represent the

Handicap player's category.

He won the overall net men's (0-18- handicap) tournament with an outstanding net 70 two under par.

CSS Group congratulates him on the victory and wishes him continued success for the Porsche Golf Cup World Final.

EMPLOYEE OF THE MONTH

February 2014



Manohar Thangavel-CFS (CSLC 1) given by Sreenath V, Sr. General Manager, Projects, Oil & Energy/Ops.

March 2014



Udheesh Uthaman-Operations (CSLC1) given by Sreenath V, Sr. General Manager, Projects, Oil & Energy/Ops.



Is it “Happy Handshake Day”?

Sweaty Hands – Usually another’s sweaty hands mean a sign of nerves but do not embarrass them by immediately wiping your own. Do it discreetly afterwards.

Two Hands – The delight of many politicians who often fail to realise that this show of friendship falls flat when used with people we barely know. In business stick to using one hand unless you really “really” know the person you are greeting as also a very good friend.

When it comes to ending a handshake, remember after 3 – 4 seconds and no more than 2 – 3 pumps, in order to avoid any awkward moments, end your handshake before the oral introductory exchange finishes.

This leaves us with “National Handshake Day”. What can we do to take part, if we wish, on 27th June? Well it is very simple. If you usually arrive at work and greet others with a casual wave or “Hi” then choose the 27th June to be a day when you give them a nice firm handshake instead. Tweeting, blogging and posting things on-line seems to be overlooking the importance of “face to face” meetings and greetings. So go – post some picture of your handshakes! Who knows what response you may generate and no doubt it will all be fun. However as I have started to have reservations about the importance of the interpretation of handshakes, I’ll leave you with these two quotations to consider.

“The most important things in the first few seconds of a meeting are basically, a firm handshake and a smile, good eye contact and really paying attention”. - Pat Schaumann, 1950 onwards, American author “Guide to Successful Destination Management”.

“Experience teaches you that the man who looks you straight in the eye, particularly if he adds a firm handshake, is hiding something”. - Clinton Fadiman, 1904 – 1999, American author, editor, radio and television personality.

If you can work out when each quotation has the greater relevance, I will only need to wish you a “Happy Handshake Day”.

Kaleidoscope desk

It was a news item about National Handshake Day, being held in various parts of the world on 27th June, which prompted this Kaleidoscope article. No doubt we have all been brought up to be aware of the significance of our handshakes. However, if like me, you thought handshakes are important then you will probably find it interesting to learn that I am beginning to have reservations. The deeper I researched the concept the more I became convinced that, when it really matters, trying to assess something from a handshake may well be ill-conceived.

The idea of National Handshake Day is to celebrate the most common greeting used between two people. It is believed that handshakes originated, in the western world, more than two thousand years ago. This is because as giving a handshake meant that the participants were holding no weapons, it was seen as a gesture of peace. Today, when meeting or leaving, it is viewed as an expression of goodwill, thanks and maybe congratulations. As with many things, which relate to our body language, expressions and their meaning, the physiologists and behavioural analysts have written an extraordinary amount about what different types of handshakes convey and imply. Many believe that they reveal something about the characters of the hand shaker. Simply put, a firm handshake reflects a confident person whereas a weak handshake a shy personality. But if we have all practised what to do to impress people, when we meet them, doesn’t this defeat the object of believing what different handshakes mean - hence my

reservations? A good communicator will know what is expected and similarly will be a cunning trickster. So it all really boils down to us understanding what the different handshakes emotionally emanates and try to avoid the ones that put us in a poor light. Here are some tips for a good handshake.

Whatever you do, never offer a handshake without some oral introduction. Extending your hand should be part of your introduction because without any vocal greeting you will appear nervous or somewhat aggressive. A business handshake should be brief just like a “sound bite” so holding on shaking for longer than three seconds or so is a “no-no”, unless you are already good friends with your business associate. Shake from your elbow and not from your shoulder. You do not want to risk jolting the arm of the other person or appear overbearing. In a similar manner do not use a forceful grip, not least because your greeting should be a friendly and respectful gesture and not a show of your physical strength. Bear in mind the “no-no” handshakes, the names of which are self-explanatory:-

Lady Fingers - Sometime in genteel social circles offering your fingers to a lady is deemed courteous but in business circles you are deemed to be equal not a “lady”.

Fish Hand – This is a limp handshake which conveys an impression of someone lacking confidence. You should return the other person’s grip but remember it is not a power struggle even if the other person thinks it is.

LUCKY WINNER

As part of our continuous commitment to the freight forwarding fraternity, CSS initiated a thank you scheme over 6 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 selected and rewarded for the months of March-April 2014 was **Farook** from **PNI Logistics** who walked away with gift vouchers worth AED 200 from Carrefour, presented by **Fida Asghar, Team Manager, NVOCC, CSS Dubai.**



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Job Interview

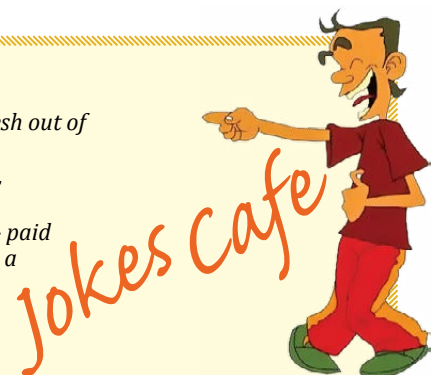
Reaching the end of a job interview, the Human Resources Officer asks a young engineer fresh out of the Massachusetts Institute of Technology, "And what starting salary are you looking for?"

The engineer replies, "In the region of \$125,000 a year, depending on the benefits package."

The interviewer inquires, "Well, what would you say to a package of five weeks vacation, 14 paid holidays, full medical and dental, company matching retirement fund to 50% of salary, and a company car leased every two years, say, a red Corvette?"

The engineer sits up straight and says, "Wow! Are you kidding?"

The interviewer replies, "Yeah, but you started it."



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	
CAPE MELVILLE	407N	2-May																					5-May
KATHARINA S	408N	9-May																					12-May
CAPE MELVILLE	408N	16-May																					19-May
KATHARINA S	409N	23-May																					26-May
CAPE MELVILLE	409N	30-May																					2-Jun
KATHARINA S	410N	6-Jun																					9-Jun
CAPE MELVILLE	410N	13-Jun																					16-Jun
HYUNDAI SINGAPORE	60W		15-May																				29-May
HYUNDAI COLOMBO	62W		22-May																				5-Jun
HYUNDAI JAKARTA	051W		29-May																				12-Jun
HYUNDAI CONFIDENCE	528W		5-Jun																				19-Jun
HYUNDAI GENERAL	556W		12-Jun																				26-Jun
HYUNDAI BANGKOK	046W		19-Jun																				3-Jul
HYUNDAI FREEDOM	531W		26-Jun																				10-Jul
MAERSK KIMI	1406			4-May																			25-May
MAERSK TAURUS	1408			11-May																			1-Jun
MAERSK TAIKUNG	1406			18-May																			8-Jun
MAERSK TANJONG	1408			25-May																			15-Jun
NORTHERN JAMBORREE	1406			1-Jun																			22-Jun
MAERSK TUKANG	1410			8-Jun																			29-Jun
MAERSK SURABAYA	1408			15-Jun																			6-Jul
MAERSK KIMI	1408			22-Jun																			13-Jul
MAERSK COLUMBUS	1406				2-May																		23-May
MAERSK PITTSBURGH	1406				9-May																		30-May
MAERSK HARTFORD	1408				16-May																		6-Jun
MAERSK ATLANTA	1408				24-May																		14-Jun
MAERSK CHICAGO	1408				31-May																		21-Jun
MAERSK DENVER	1408				7-Jun																		28-Jun
MAERSK DETROIT	1408				14-Jun																		5-Jul
MAERSK MEMPHIS	1408				21-Jun																		12-Jul
APL COLUMBUS	3					5-May																	27-May
APL DETROIT	3					12-May																	3-Jun
APL SANTIAGO	2					19-May																	10-Jun
APL CHARLESTON	6					26-May																	17-Jun
APL MIAMI	3					2-Jun																	24-Jun
MOL COSMOS	34					9-Jun																	1-Jul
APL VANCOVER	10					16-Jun																	8-Jul
APL COLUMBUS	4					23-Jun																	15-Jul
APL DETROIT	4					30-Jun																	22-Jul
MAERSK VIRGINIA	1405						2-May																13-May
MSC FIRENZE	1405						9-May																20-May
MAERSK KENTUCKY	1405						16-May																27-May
MAERSK DANANG	1405						23-May																3-Jun
MAERSK DAMIETTA	1409						30-May																10-Jun
MAERSK IDAHO	1405						6-Jun																17-Jun
MAERSK DHAHRAN	1407						13-Jun																24-Jun
MAERSK UTAH	1407						20-Jun																1-Jul
HYUNDAI COLOMBO	62W							7-May															22-May
HYUNDAI JAKARTA	51 W							14-May															29-May
HYUNDAI CONFIDENCE	528W							21-May															5-Jun
HYUNDAI GENERAL	556W							28-May															12-Jun
HYUNDAI BANGKOK	046W							4-Jun															19-Jun
HYUNDAI FREEDOM	531W							11-Jun															26-Jun
HYUNDAI SINGAPORE	061W							18-Jun															3-Jul
HYUNDAI COLOMBO	063E							25-Jun															10-Jul
HYUNDAI JAKARTA	051W								5-May														29-May
HYUNDAI CONFIDENCE	528W							12-May															5-Jun
HYUNDAI GENERAL	556W							19-May															12-Jun
HYUNDAI BANGKOK	046W							26-May															19-Jun
HYUNDAI FREEDOM	531W							2-Jun															26-Jun
HYUNDAI SINGAPORE	061W							9-Jun															3-Jul
HYUNDAI COLOMBO	063W							16-Jun															10-Jul
HYUNDAI JAKARTA	052W							23-Jun															17-Jul
HYUNDAI CONFIDENCE	529W							30-Jun															24-Jul
HYUNDAI COLOMBO	062W								5-May														22-May
HYUNDAI JAKARTA	051W							12-May															29-May
HYUNDAI CONFIDENCE	528W							19-May															5-Jun
HYUNDAI GENERAL	556W							26-May															12-Jun
HYUNDAI BANGKOK	046W							2-Jun															19-Jun
HYUNDAI FREEDOM	531W							9-Jun															26-Jun
HYUNDAI SINGAPORE	061W							16-Jun															3-Jul
HYUNDAI COLOMBO	063W							23-Jun															10-Jul
MAERSK CALIFORNIA	1437										7-May												11-May
MAERSK CALIFORNIA	1439										14-May												18-May
MAERSK CALIFORNIA	1441										21-May												25-May
MAERSK CALIFORNIA	1443										28-May												1-Jun
MAERSK CALIFORNIA	1445										4-Jun												8-Jun
MAERSK CALIFORNIA	1447										11-Jun												15-Jun
MAERSK CALIFORNIA	1449										18-Jun												22-Jun
MAERSK CALIFORNIA	1451										25-Jun												29-Jun

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	
APL SHARJAH	21											4-May											8-May
TASANEE	16											11-May											15-May
APL SHARJAH	22											18-May											22-May
TASANEE	17											25-May											29-May
APL SHARJAH	23											1-Jun											5-Jun
TASANEE	18											8-Jun											12-Jun
APL SHARJAH	24											15-Jun											19-Jun
TASANEE	19											22-Jun											26-Jun
APL SHARJAH	25											29-Jun											3-Jul
MAERSK ATLANTA	1407												2-May										23-May
MAERSK CHICAGO	1407												9-May										30-May
MAERSK DENVER	1407												16-May										6-Jun
MAERSK DETROIT	1407												23-May										13-Jun
MAERSK MEMPHIS	1407												30-May										20-Jun
MAERSK COLUMBUS	1407												6-Jun										27-Jun
MAERSK PITTSBURGH	1407												13-Jun										4-Jul
MAERSK HARTFORD	1409												19-Jun										10-Jul
HYUNDAI COLOMBO	062W												3-May										22-May
HYUNDAI JAKARTA	051W												10-May										29-May
HYUNDAI CONFIDENCE	528W												17-May										5-Jun
HYUNDAI GENERAL	556W												24-May										12-Jun
HYUNDAI BANGKOK	046W												31-May										19-Jun
HYUNDAI FREEDOM	531W												7-Jun										26-Jun
HYUNDAI SINGAPORE	061W												14-Jun										3-Jul
HYUNDAI COLOMBO	063W												21-Jun										10-Jul
EVER LENIENT	002W																5-May						26-May
EVER LOYAL	002W																13-May						3-Jun
EVER LOGIC	006W																19-May						9-Jun
EVER LAUREL	010W																26-May						16-Jun
EVER LEADER	008W																2-Jun						23-Jun
HYUNDAI SPLENDOR	036W																9-Jun						30-Jun
ITAL CONTESSA	056W																16-Jun						7-Jul
EVER LENIENT	003W																23-Jun						14-Jul
HYUNDAI SINGAPORE	060W																	5-May					15-May
HYUNDAI COLOMBO	062W																	12-May					22-May
HYUNDAI JAKARTA	051W																	19-May					29-May
HYUNDAI CONFIDENCE	528W																	26-May					5-Jun
HYUNDAI GENERAL	556W																	2-Jun					12-Jun
HYUNDAI BANGKOK	046W																	9-Jun					19-Jun
HYUNDAI FREEDOM	531W																	16-Jun					26-Jun
HYUNDAI SINGAPORE	061W																	23-Jun					3-Jul
MAERSK KLAIPEDA	1407																		2-May				28-May
MAERSK KAMPALA	1407																		9-May				4-Jun
MAERSK KYRENIA	1407																		16-May				9-Jun
MAERSK KITHIRA	1409																		23-May				16-Jun
MAERSK KALMAR	1409																		30-May				23-Jun
MAERSK KIEL	1409																		6-Jun				30-Jun
MAERSK KARACHI	1409																		13-Jun				7-Jul
MAERSK KLAIPEDA	1409																		20-Jun				14-Jul
MDV WAF2 DUMMY1	1408																				7-May		2-Jun
SAFMARINE NOKWANDA	1408																				14-May		9-Jun
SEA-LAND METEOR	1408																				21-May		16-Jun
SEA-LAND MERCURY	1412																				28-May		23-Jun
MAERSK GATESHEAD	1408																				4-Jun		30-Jun
MDV WAF13 DUMMY2	1410																				11-Jun		7-Jul
MDV WAF2 DUMMY1	1410																				18-Jun		14-Jul
SAFMARINE NOKWANDA	1410																				25-Jun		21-Jul
SKAGEN MAERSK	1406																					2-May	2-Jun
MAERSK STEPNIKA	1406																					9-May	9-Jun
MAERSK SALINA	1406																					16-May	16-Jun
SUSAN MAERSK	1406																					23-May	23-Jun
SOFIE MAERSK	1406																					31-May	1-Jul
SVENDBORG MAERSK	1406																					7-Jun	8-Jul
MAERSK SALALAH	1406																					14-Jun	15-Jul
CHARLOTTE MAERSK	1406																					21-Jun	22-Jul
HYUNDAI SINGAPORE	060W																						15-May
HYUNDAI COLOMBO	062W																						22-May
HYUNDAI JAKARTA	051W																						29-May
HYUNDAI CONFIDENCE	528W																						5-Jun
HYUNDAI GENERAL	556W																						12-Jun
HYUNDAI BANGKOK	046W																						19-Jun
HYUNDAI FREEDOM	531W																						26-Jun
HYUNDAI SINGAPORE	061W																						3-Jul
COLUMBINE MAERSK	1407																						27-May
NORTHERN JASPER	1405																						3-Jun
G.JERTRUD MAERSK	1405																						10-Jun
MAERSK SEOUL	1407																						17-Jun
MAERSK ALGOL	1403																						24-Jun
MAERSK SINGAPORE	1407																						1-Jul
MAREN MAERSK	1403																						15-Jul

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