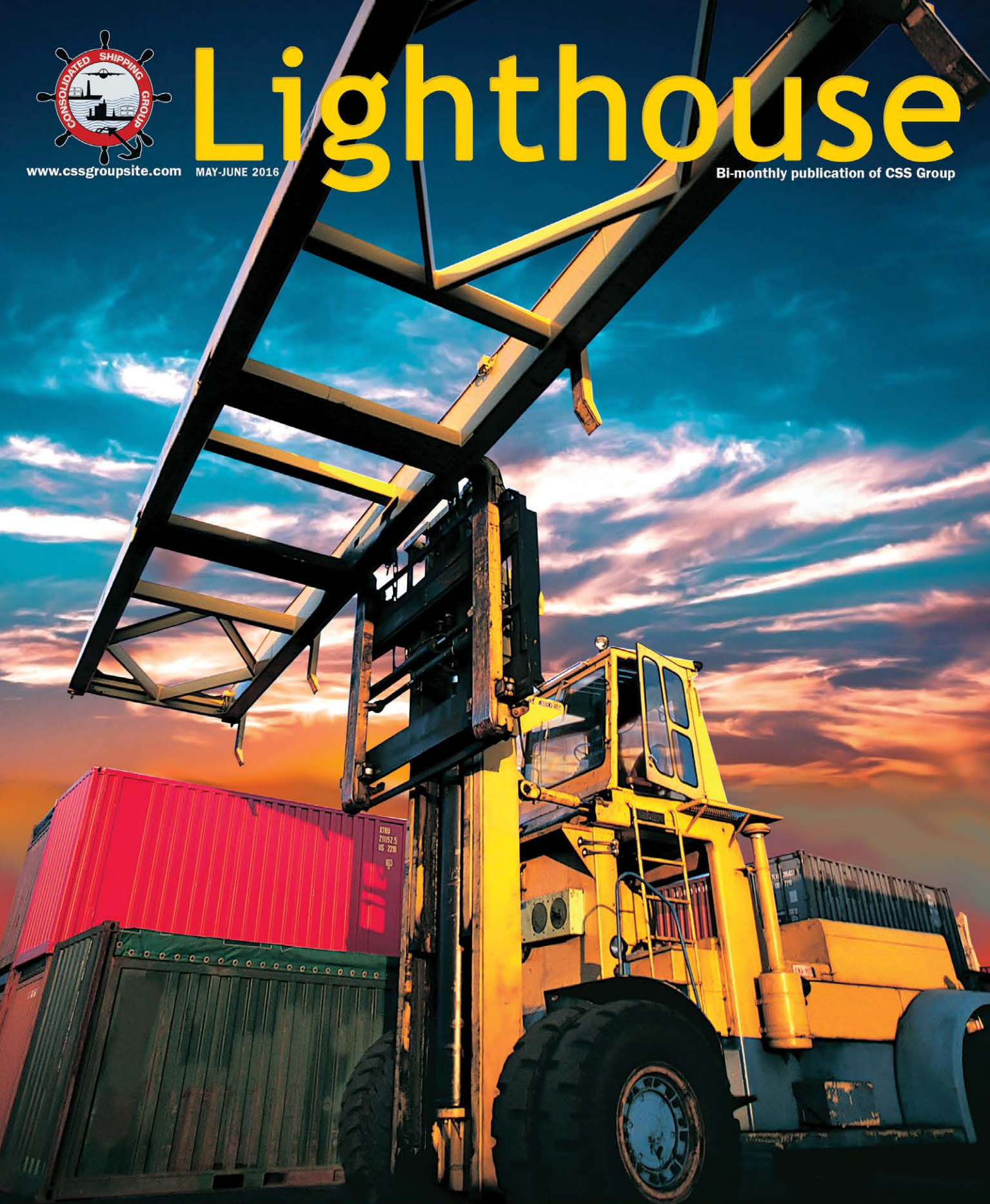




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Lighthouse

Bi-monthly publication of CSS Group



**IPSC CONFERENCE
2016**

**PROJECTS
AT CSS**



PROJECTS OIL & ENERGY



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CHAIRMAN'S MESSAGE

Nowadays many companies spend a considerable amount of money, on motivational activities, for their employees. But does anyone take stock of the results, which follow, after such programmes? How much has anyone really benefitted? These are not my questions but ones that

I recently heard from one of my friends who leads a large work force, of around 500 people, in India. If you ponder on this, to what extent do you feel that what he said is correct? Is the concept of motivational projects losing appeal?

I believe that it all depends on how a company encourages its staff to talk with each other. This applies not only at work but also in our family and social lives. Emails and texting have replaced many opportunities to talk. Even during lunch-breaks many are hunched over their mobiles, interacting with social media, in preference to talking. It is obvious to me that you cannot realistically build on the benefits of motivational ventures if we do not talk with each other. Of course, just like other means of communication, I am mindful that

actions speak louder than words.

Nevertheless the greatest motivation lies in the, sometimes magical, results arising from talking to each other. Within CSS I have always desired an environment where we are all encouraged to talk with each other, regardless of our position within the company, because great ideas may spring from the smallest seed. To achieve the best motivational results one needs to balance the art of talking with the skill of listening. An observer recently made a comment about Her Majesty Queen Elizabeth saying that her greatest skill, when talking with others, was to always listen intently. Taking on board such a combination I am confident that we will be motivated in an effectively beneficial way.

Enjoy Reading!!!



T S Kaladharan

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STRATEGIC BUYING & BEYOND IN AN INTERNATIONAL MARKETPLACE

CSS GROUP PARTICIPATES AT THE 3RD IPSC CONFERENCE 2016

The 3rd International Procurement and Supply Chain conference was held in Atlantis the Palm, Dubai on the 16th April 2016. Consolidated Shipping Services Group participated in the event in both Panel discussion as well as sponsorship arena. The 3rd International Procurement & Supply Chain Conference, 2016 is an annual gathering of eminent logistics and supply chain experts who think globally but act locally. Built on the theme “Strategic Buying & Beyond in an International Marketplace,” the conference focussed on Excellence in Supply Chain means moving beyond costs and creating better products with minimum damage to the environment. It also discussed on an integrated strategy to procurement and supply chain.

CSS Group Vice President for Freight



Forwarding & Key information Department, Ajay Krishnan was one of the panel members for the discussion topic “Why Benchmarking is important to Supply Chain”. The

topic discussed on subjects like companies need to make use of the latest technologies and the skills of empowered professionals to push profits in a resurgent Middle East economy. To improve their supply chain performance, companies are adopting new best practices. A memento was awarded to Ajay for being the panellist. “This was an opportunity to share thoughts, indulge in a constructive debate on why benchmarking is essential to supply chain with other experienced minds from our fraternity. The session

and the event as a whole allowed us to showcase the initiatives we have, as the CSS Group, in improving the supply chain process for our customers,” commented Ajay.

The conference was organised by The Blue Ocean Academy, which is considered as the region’s largest knowledge empowerment enterprise. The one-day conference brought together heads of Supply Chain and Procurement and important policy-makers from the Middle East region who have played a crucial role in transforming UAE into the leading supply Chain hub that it is today who will analyse contemporary trends and pave the foundation for future innovation.

CSS Group showcased its services and facilities in the exhibition which was simultaneously held with the conference. CSS was honoured with a memento for being a silver sponsor for the event, which was received by Ajay on behalf of the staff & management of the company.



WORLD CARGO ALLIANCE-ABU DHABI

CONSOLE SHIPPING SERVICES INDIA AT WCA CONFERENCE

WCA has seen record attendance figures at its first ever WCA Conference Week in the Middle East region. The seven-day event, which took place from 10-16 March 2016 in Abu Dhabi in the UAE, was attended by 2,585 members, representing 1,358 companies from over 100 countries.

Console Shipping Services India Pvt. Ltd. (CSS India) attended the conference and was represented by Jairam K R, Director, CSS India. WCA is the world's largest and most powerful network of independent freight forwarders, with over 6,056 member offices in 186 countries worldwide.

"WCA provides ample space to interact with the agents globally and discuss new concepts and concerns of the Logistics industry. Being the first time in the Middle East, WCA attracted delegates both from the east and the west equally. CSS India has great benefits in being at the WCA conference and we enjoy networking here", commented Jairam K R.

Dan March, WCA's new Chief Executive Officer, said of the restructured schedule, bringing together the 18th

Annual and 8th Worldwide Conference: "The new format of a combined plenary session, one-on-one meetings and gala awards dinner has been a great success. Not only does this allow us to reduce the conference duration by a day – saving all delegates time and money – but it also provides even more interaction and business opportunities for attendees of both conferences."

Important member benefit announcements were made during the plenary session, including the formal launch of Consol2Xchange, the network's new consolidation exchange platform where members can search, negotiate, sell and purchase consols online.

Additionally, WIN – a platform that, traditionally, cost members to connect with agents, brokers and carriers – is now exclusively free for members through to the end of this year.

WCA also announced a new initiative to help members become proactive



leaders armed for a future in e-commerce logistics. David Yokeum, who will head up WCA's newly formed Supervisory Board as Chairman, said: "By 2020 it is projected that freight forwarding will be 20 per cent e-commerce driven. Therefore, we feel compelled to become heavily involved and are working hard to develop e-commerce tools for our members."



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- HRMS
- Payroll
- Freight Forwarding
- General Module
- WEWMS (Web enabled warehouse management system)

General features of the software include

- Facility to manage Multi company/ division or branch activities
- Portal enabled system
- Easy online help available with each module.
- Customisable theme settings
- Customizable reports
- Electronic authorization and document processing
- User/ Group level security features
- Transaction based audit trail
- Data transfer facility (EDI)
- Customizable parameters



CSS KINGSTON

LOGISTICS FZC

3 PL Services

Freight Forwarding

110,000 Sq Ft Storage Facility

87,000 Sq Ft Open Yard Storage

Services Offered

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- ➔ Land transportation management
- ➔ LCL cargo handling facilities
- ➔ Cargo movement to LCL hubs
- ➔ Documentation, Storage & Logistics under one roof



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FROM DERINCE TO DUBAI

TRANSFORMER MOVEMENT AND INSTALLATION BY CSS PROJECTS TEAM

The Projects team at CSS Group successfully completed a major movement recently.

Six Transformer units each of 7 x 2.8 x 3 M and weighing 60 tons each were moved from Derince Port, Turkey to Dubai. The movement was from Door to Door including the installation procedures. As is the practice, extensive study and survey was conducted as part of this movement regarding the Origin, Destination and the Travel route. Each point of the entire project was carefully assessed to ensure a fool proof and smooth journey of the cargo. At the destination, transformers were installed using the Jacking and Skidding method under the supervision of technical experts.

Prior permissions were taken and escorts were arranged for the entire route. "CSS Projects team has got a proven expertise in transformer movement, as we have done some major movements in the past as well. When it comes to installation, highly



experienced technical team comes into the picture. Our past experience and successful results attracts clients to us when such demands pitch in",

commented Raj George, Senior Vice President, Projects Oil & Energy, CSS Group, after the successful project completion.

CSS GROUP - EMPLOYEES OF THE MONTH

FEBRUARY 2016



Arun Kumar S - Network Engineer, CSS Dubai
given by Unnikrishnan G, Head -Marketing & Corporate Comm.

MARCH 2016



Supriya Shetty- Sales Coordinator, CSS Abu Dhabi
given by Renjith Pillai, Branch Manager

WITH NEW RESPONSIBILITY

CSS Group Management is pleased to announce that Sreenath V, Siby C Kurian & Ajay Krishnan has been promoted as Vice Presidents. In the new role they

will continue to oversee the activities of their respective departments. With their vast experience and commitment towards the company, the management

expect to see remarkable progress in all sectors related to the departments and wish them all success.



Sreenath V

Vice President-
Operations & Projects

With hands on experience in Operations and Projects management, Sreenath had spearheaded his team in successfully completing CSS commitments in the past. Leading a large workforce in the operational division and keeping them motivated are some of the many achievements of his career.



Siby C Kurian

Vice President-
Sales & Marketing

Excellent PR and Marketing skills within the industry has made Siby one of the known faces amongst the shipping and logistics fraternity. Total commitment towards his responsibility and his team has always brought in laurels for the company, throughout his career.



Ajay Krishnan

Vice President- Freight Forwarding
& Key Information dept.

A thorough professional in the field of Shipping and Logistics and a vast knowledge about the liner activities from his past career, Ajay looks after the Freight Forwarding and Key Information Department of CSS. With a little under two decades of experience in the industry, Ajay's new position is sure to bring in changes within the department.

BREAK BULK EUROPE 2016- ANTWERP

CSS GROUP DELEGATION TO VISIT BREAK BULK EUROPE
FROM 23 TO 26 MAY 2016

Breakbulk Europe is the largest exhibition & educational forum in the world addressing the needs of traditional breakbulk and project cargo logistics professionals. Breakbulk also serves as an excellent networking platform for shipping and logistics professionals and has also played host to the formation of agreements and identification of new agents for participating companies.

CSS Group delegation will attend the exhibition and seminars to explore new opportunities from the European Breakbulk cargo and logistics

market. Breakbulk Europe's targeted programming will ensure that you develop skills and strategy to help you do your job more effectively.

New this year, will be several micro-seminars that will take place in the exhibit hall during the exhibition. And we'll hold a series of conference sessions, featuring VIP shippers and others, over the course of the two-day exhibition.

Breakbulk Europe Exhibition provides networking opportunity and connects with over 350 exhibitors and sponsors

that provide specialized services. Exhibitors and sponsors include specialized ocean carriers, freight forwarders, ports/ terminals, logistics providers, ground transportation, heavy air, export packers, equipment companies and more.

Highlights of the event:

- Over 7,200 participants attended Breakbulk Europe 2015
- Meet with over 350 international exhibitors and sponsors
- Hear from industry experts during the conference sessions
- Learn new skills in the educational workshops

SESHAN JANIK JOINS CSS GROUP

CSS Group is extremely pleased to announce that Seshan Janik has joined the group company as the Vice President-NVOCC division. Seshan is based at the Dubai office and carries with him 25 years of combined industry experience in various positions and departments of Shipping and Logistics. His last assignment was with Freight Systems Group. At CSS, Seshan will be responsible in strengthening the world wide NVOCC network of CSS Group and to explore new channels of development. Seshan is an accomplished leader, with a track record of working with high-profile companies.

He brings a great mix of leadership, inspiration, operational experience, technical breadth, and passion for customer care.

As part of our commitment to ensure world class and non-compromised service levels, CSS has always maintained the cream of team at all levels of its operation. By assigning this new position to Seshan, CSS entrusts a great responsibility to this thorough professional.

A post graduate in Management, Seshan has won several awards and accolades

all through his career. We wish him all success and look forward to have your guidance and cooperation for this gentleman as you have done in the past for the CSS Group.

Contact

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Email: seshan@cssdubai.com.

Tel: + 971 4 3248884 ext: 212



INTERMODAL 2016

CSS PARTICIPATES IN INTERMODAL EXHIBITION AND CONFERENCE

Intermodal South America, which is considered to be the largest platform that provides communications and idea exchange amongst the cargo and logistics fraternity concluded with colours recently. CSS Group takes pride to be a part of the exhibitions as a trade visitor this year also. CSS Group was represented by Siby C Kurian, Vice President for Sales & Marketing. "Every year Intermodal brings in new prospects of business for us at CSS Group and I believe that there is no other better manner we can reach the Latin American fraternity across the globe than Intermodal," commented Siby about the exhibition.

Almost 50,000 professionals from the logistics, cargo and foreign trade industries gathered in Sao Paulo for the three-day event, the largest event of its kind in Latin America. Intermodal South America Transport Exhibition is the leading exhibition and conference event for international trade, logistic, transport and cargo handling. Considered by the industry executives as a strategic platform for generation of new businesses, Intermodal South America gathers during its three days the main players in international and national market, promoting businesses and partnerships, working as a platform for launchings, brand

reinforcement, joint-ventures, sales and networking

Brazil can rely on companies from the logistics, cargo transport and international trade sectors to overcome the current crisis atmosphere. In an environment where this word was traded for others such as investment, business and proactivity, over the three days of Intermodal South America, the production chains of these sectors provided a demonstration that it is possible to quickly return to a virtuous circle of growth. From April 5th to 7th at the Transamerica Expo Centre, São Paulo, the event brought together 600 brands from 25 countries as exhibitors and a highly knowledgeable audience of attendees, primarily executives with high levels of decision-making power.

"This 22nd edition of Intermodal has enabled companies to be certain that an atmosphere of crisis can be overcome with more investment and boldness. The ability to recover shown by these sectors is notable and our mission is precisely to stimulate and boost the success of the companies that exhibit with us, gathering together interests and promoting discussions on essential themes for the development of the market in Brazil and Latin America", said Jean-François Quentin, CEO of UBM Brazil, the event promoter.



WHY ROCKET SCIENCE IS SO SIMPLE BUT LOGISTICS IS NOT

We all keep saying : This is not rocket science!

Its more to describe something as simpler compared to a more complex rocket science which looks very intriguing from the outside.

Today, I wish to decipher it and make it as simple as it is for you. Today you will realise that it is safe to tell a rocket scientist that it is not logistics (to make his own subject seem simpler to him)

First of all, the word Rocket Science itself is a misnomer. It is more appropriately Rocket Engineering or Rocket Technology.

Why?

Science is basically the study of the origins, nature and behaviour of the universe. science is therefore “study” of what is already there. Whereas Engineering is more about using scientific concepts and engineering principles to solve problems and develop new technology. Engineering is therefore “problem solving through

solution development”

Now what exactly is Rocket Engineering?

Aerospace Engineering - which has 2 parts: aeronautical and astronautical

Aeronautical is used to describe all engineering which relates to flying within the stratosphere (lets say our local aircraft etc)

Any flying outside it is referred to Astronautical (rocket, spacecraft etc)

So all study & development related to Astronautical is Rocket Science as we know it.

So why do we think its complex?

Since all the flying is outside the stratosphere, complex weather conditions, temperatures, pressures, objects, gravity etc are involved. This is the main reason we think its tough. Because we never look up, we are mostly looking in our computers or the road or the nice building or the good

looking people and things which are on ground near us, that’s it. In fact Rocket science is so simple that you will see many producers made movies on science fiction like:

Alien, PK, Krissh, Interstellar, Star Wars, Star Trek, Gravity, Independence Day, Apollo 13, Spaceballs, Avatar, Extra Terrestrial, Jaithra Yathra, Bharathan Effect , Indru Netru Naalai etc.

But, have you ever seen a single movie on Logistics, about packing a console box, about warehousing , about a trailer looking for parking at an Indian port ?? never, because no producer understands it to attempt it.

Rocket science is so simple that only 1 company in the world is needed to run it : NASA

But logistics is so complex that many individuals, in every country around the world have gone their way and accumulated a team of people and we have thousands of logistics companies yet no one is able to say that we don’t need any more. So the research continues at every level.

Rocket science is so simple that they dont have any convention or meeting or get together or associations or maybe once a year if they do.

Logistics is so complex that we have 8-10 associations like CAI, AMTOI, FFAI, IATA, WCA, PCN etc, we have at least 10 meetings per



Rahat Talreja
Vice President - CSS India

month in every nook of the world, we have agent meetings with one to ones at least once every quarter, internal meetings every day, and sales meetings twice a day at least.

Rocket science also never produces any heroes . By the way, which aerospace hero do you know and are chasing to hire ? But logistics is such a complex subject that heroes are made in every corner and are chased for their 100, 200 , 500 , 750 CBMS with pots of cash by all.

Before a space mission, every Tom Dick and Harry or in Indian context, every Sonu, Monu and Tonu know that a “rocket” will be used and there are 5 astronauts going in it.

But in logistics, till the Friday cut off, even the head of the company doesn’t



know if it will be a 20' or 40' or 40 HQ that has to be placed and how many CBM if at all a 40 HQ - 45, 55, 65 or 70 CBM will be stuffed in it.

When you look in the sky, even a child knows : Hey thats the moon, thats the sun and it will rise for sure everyday.

But on looking at a well dressed salesman in logistics, no one can say for sure if he will stuff your cargo, release your BL on time, pick your phone when cargo is shut out or not fleece the city if there is a case of cross stuffing.

A rocket or spacecraft does most of the work through

computers which are fully automated, like an auto pilot in commercial aircraft.

But in logistics, carting, stuffing, stowing, lashing, choking, sealing, shipping, destuffing, unloading, storing, delivery order, outstanding payment collection, etc everything is done by breakfast eating, coffee sipping human beings.

When a spacecraft takes off, it leaves so much of gas behind it.

A logistics salesman's sales pitch is THAT gas.

Rocket science is heavily funded by the government

due to its non commercial and expensive expeditious nature.

Logistics companies have the same nature of being non commercial (since everyone wants minus freight and free other things like stuffing plan, sailing schedule, hand delivery of BL, make the certificate of origin for free, less DO fee, less storage, discount on THC etc) and also expensive due to rocket high rents, salaries, travel costs, high interest rates etc but no one will fund it.

Never heard of IT scrutiny notice, service tax notice, DRI notice, ED notice, Customs notice, CBI notice

or Income tax raid on NASA.

The most important, there is no service tax on flying to space

But wef 1 June 2016, everything is subject to service tax in logistics

When you die and meet Neil Armstrong in heaven, tell him about it.

By the way, just like people who live have the fear of dying, people in heaven always have the fear of being born (their worst dream being to be born and make a living out of collecting cargo) ☺

WORLD OF KNOWLEDGE OPENED FOR THE LITTLE ONES

CSR @ CSS - NEW LIBRARY AND SMART CLASS FOR GOVT. LP SCHOOL FROM CSS GROUP CHAIRMAN



As part of the CSR initiative, CSS Group Chairman T S Kaladharan, sponsored a new library and smart class with a stock of books to the Lower Primary School at Thrikkunnappuzha. The library consists of a cross section of books from Children's section to the reference section which is required for the teaching staff.

cultural activist Chunakkara Janardhanan Nair.

The function was inaugurated by poet Inchakkadu Balachandran whose poems had greatly influenced the malayalee minds. At the function, as per the request from the audience, he recited his own poem. CSS Group was represented by the Head of Marketing and Corporate communications, Unnikrishnan G. P Ramachandran from the PTA and the School Headmistress M. M Sreedevi who were on the dais thanked T S Kaladharan for his donation. The entire function was well attended by the students and their parents.



A smart class was also constructed and inaugurated which will facilitate the teaching lab activities in the future. The library and smart class was inaugurated in a grand function which was organised within the school premises on the 10th March 2016. The library was inaugurated by renowned journalist and

DP WORLD LOOKING AT US \$2BN RUSSIAN INVESTMENT

Dubai-based port operator DP World is eyeing three sites in Russia as part of a \$2 billion joint venture it signed in January, as per their group chairman.

The three sites are in Vladivostok in the east of Russia, the Baltic Sea and the Black Sea. Sultan Bin Ahmed bin Sulayem did not provide more specific details during a press conference in Dubai.

In January, DP World signed a JV agreement with the Russian Direct Investment Fund (RDIF) to develop ports, transportation and logistics infrastructure in Russia.

At the time, Vladivostok was one of the regions to be targeted by the Joint Venture – Bin Sulayem had met Russian president Vladimir Putin there several

months earlier to discuss possible investments.

The eastern port of Vladivostok is considered crucial to boosting trade with China, as the Far East superpower increasingly looks to transport products more cheaply by land to Russia and Europe, rather than by sea.

Bin Sulayem told journalists on Sunday that the JV would seek to invest the planned \$2 billion among the three areas over the next 20-30 years.

He said no financial commitments had yet been made, but explained that the RDIF Joint Venture “would be the vehicle through which will be invest”.

DP World is in various stages of

negotiations for investments in 15 other markets, but Bin Sulayem declined to reveal full details while talks are still on going.

Among the targeted markets are, Senegal, where DP World is hoping to ink an agreement to operate the port to anchor a new free zone being planned by the Senegalese government.

There are also plans to invest circa \$1.9 billion in China – it has several investments there already – Georgia, Somalia, Madagascar and Albania.

Bin Sulayem added that the lifting of sanctions in Iran presented new opportunities, particularly as DP World looks to tap into nearby markets such as Kazakhstan to open up inland transport gateways to China.

EMIRATES SKYCARGO LAUNCHES NEXT-GEN COOL CHAIN COVER

Emirates SkyCargo has launched a next-generation version of its protection product for valuable temperature-sensitive cargo, including pharmaceuticals.

The new product, called White Cover Advanced, weighs just 3kg, and completely encloses the shipment allowing for cooling during transportation and cold storage.

Applying the sheet to a pallet takes two people no more than eight minutes, said the airline said in a statement.

White Cover Advanced uses

DuPont’s patented Tyvek material made of high density polyethylene to form a tough protective barrier against varying external temperatures and direct sunlight.

The material is water resistant to prevent moisture damage while breathable, thereby reducing condensation and dryness. It is also 100% recyclable.

The White Cover is primarily used in the Middle East carrier’s cool chain solutions for perishables, such as vegetables and fresh fruits, but also offers additional

protection for packaged pharmaceutical shipments in Controlled Room Temperature (CRT) range and in insulated packaging.

“The pharmaceutical industry moves products worth over \$1trn annually. Temperature changes during transportation can pose a serious threat to the integrity of these sensitive products,” explained Henrik Ambak, senior vice president of Emirates’ cargo operations worldwide.

“They must be kept within different CRT bands in accordance with the revised

European Union’s Good Distribution Practice. The White Cover Advanced, with its silver-coating technology, provides a reliable and affordable means of protecting these products from temperature spikes during air transportation,” he added.

The carrier’s range of advanced protective techniques and solutions in transporting perishable products include: Cool Chain Premium, Cool Chain Advanced and Cool Chain Standard, each of which is designed to meet specific requirements of customers.

CMA CGM, COSCO CONTAINER LINES, EVERGREEN LINE AND ORIENT OVERSEAS CONTAINER LINE TO ESTABLISH OCEAN ALLIANCE

CMA CGM, COSCO Container Lines, Evergreen Line and Orient Overseas Container Line has signed a Memorandum of Understanding to form a new Alliance enabling each of them to offer competitive products and comprehensive service networks covering the Asia-Europe, Asia-Mediterranean, Asia-Red Sea, Asia-Middle East, Trans-Pacific, Asia-North America East Coast, and Trans-Atlantic trades.

This is a milestone agreement among four of the world's leading container shipping lines. Each line will offer best-in-class services to customers with fast transit times, competitive sailing frequencies, and the most extensive Port coverage in the market.

"This new partnership will

allow each of its members to bring significantly improved services to its respective customers," member carriers said in a statement. "Shippers will have an attractive selection of frequent departures and direct calls to meet their supply chain needs, including access to a vast network with the largest number of sailings and port rotations connecting markets in Asia, Europe and the United States."

"The Alliance will also bring service reliability and the most efficient integration of the latest vessels in a fleet of over 350 containerships.

Initially the deployment will cover more than 40 services globally mostly connected with Asia, including about 20 services each in the U.S. and Europe related trades." Subject

to regulatory approvals of competent authorities, the new Alliance plans to begin operations in April 2017. The initial period of the Alliance shall be five years.

"The Ocean Alliance is a very ambitious operational agreement. CMA CGM, and its new partners, will offer more than 40 maritime loops, providing its customers with an enhanced network of services and fast transit times," remarked Rodolphe Saade, Vice Chairman of CMA CGM Group.

"Today is a great day for COSCO Container Lines. OCEAN Alliance is a better match for our globalization strategy. We will provide customers with more selections and improved service worldwide," remarked by COSCO

Container Lines.

"Joint service cooperation is an essential part of our own strategic planning. This new alliance enables us to optimize fleet deployment and offer competitive service to meet customers' changing demand," remarked by Lawrence Lee, CEO of Evergreen Marine Corporation.

Upon signing the MOU, Andy Tung, CEO of Orient Overseas Container Line remarked: "The extensive network and port coverage of the new alliance will offer our customers a wide range of choices and highly competitive services for their supply chains. The new alliance will also be a platform for our ongoing growth as well as improve our cost and efficiency."

COCHIN SHIPYARD SIGNS MOU WITH SAMSUNG HEAVY INDUSTRIES FOR LNG SHIP PROJECT

Cochin Shipyard Limited (CSL) has signed a memorandum of understanding (MoU) with South Korean second-largest shipbuilder, Samsung Heavy Industries (SHI) to team up to bid for the GAIL tender to build LNG ships. Cochin Shipyard Chairman and Managing Director Madhu S Nair and Samsung CEO Park Dae-young has signed the MoU during the Maritime India Summit in Mumbai recently.

If Cochin Shipyard-Samsung wins the

tender, the consortium is expected to secure orders for three ships, each costs around Rs. 1,500 crore. Under the MoU, Samsung Heavy Industries would receive around Rs. 2,656 crore (\$400 million) for collaborating with Cochin Shipyard.

Three of the ships must be built locally and Cochin Shipyard is the only Indian yard to meet GAIL's criteria. Cochin would supply the manpower and dock, while Samsung would advise on shipbuilding technology and equipment

procurement.

All carriers will be operated by the Shipping Corporation of India (SCI).

GAIL has tied up 5.8 million tonnes per annum of LNG from the US which the newly built ships will ferry. South Korea's largest shipbuilder, Hyundai Heavy Industries, had initially teamed with Indian engineering and construction firm Larsen and Toubro, which later withdrew from the tender.

Have You Got Good Mobile Phone Manners?

You've probably experienced it whilst shopping, the intrusive discourteous behaviour of some mobile phone users. They stroll along the aisles, looking at what to buy, whilst at the same time talking loudly into their mobile. They have an attitude that speaking on their mobile gives them some right to ignore other shoppers, allowing them to push past everyone regardless. They also force a way along pavements apparently believing that, clamping a phone to their ear, gives them some absolute right of way. Even worse they speak into an invisible aura, using Bluetooth, to connect to a hidden device. Some users even seek to increase their importance by juggling several mobiles. "Hey look how important I am, I have all these people wanting to speak to me - NOW!" Do they realise how idiotic the look?

Heads down, eyes staring downwards looking for obstructions on the ground, our feet, lampposts, potholes and rubbish, whilst keeping their phone as the focus of their world, - beware - , it's the "walking texting twit". Oblivious to the rest of the world, if they bump into us they'll look incredibly annoyed because we have interpreted them! The list is almost endless when it comes to the places that provide an opportunity for mobile users to talking loudly, or more probably "SHOUTING". On the bus or train, in the theatre or restaurant, even whilst talking face to face with



someone, mobile discourtesy seems to know few boundaries.

Well the good news for those who find such actions unacceptable, the fight-back to regain some tranquillity has started. What began as a joke became something of a viral Internet story. It was announced that in China a "phone lane", where a phone painted onto the ground, similar to the painted bike which indicates a cycling lane, had been inaugurated. Whilst it turned out to be in a theme park, it addressed an issue which annoys many. Now, in other countries including American, ideas are being considered that explore and experiment with solutions to reduce mobile phone intrusion.

THE MOBILE PHONE 'DO LIST'

Think about the choice and volume of your ringtone - your upbeat all dancing tune says more about you than you realise.

Keep your conversations about family, relationships, money and work private - you never know who may overhear.

Watch where you are walking when texting or emailing on the go - bumping into others is a "no-no" and it may just be your boss.

Turn off your phone when at important social occasions such as weddings, religious services and at the theatre, cinema or restaurant.

Watch your language when in a public space - you can be heard by everyone.

Realise where you are calling from - a train announcement or a bathroom echo is a dead giveaway.





THE MOBILE PHONE 'DON'T LIST'

Use your mobile when your attention needs to be 100% focused elsewhere. Even hands-free, in the car, adversely interferes with driving.

Carry on mobile conversations or check your phone constantly when you are supposed to be giving your full attention to others. Such actions are dismissive and ignorant.

Become an over-demanding attention seeker selfie addict.

Carry on phone conversations when making a transaction in a shop, bank or restaurant.

Use your mobile when eating with family or friends.

Texting while talking or during a discussion

Send more than two texts without a reply - it looks very insecure.

Leave caps lock on when texting or emailing – it's shouting!

Use acronyms like 'LOL' – laugh out loud, 'ATM' – at the moment, for example - others might not understand the real meaning.

Allow anyone else to use your mobile, especially when you or they are drunk.

Finish any relationship, work or friends, by text - it's cowardly.

So the overall message, when it comes to good mobile phone manners, is basically, "Think before using your mobile", although it is often easy to forget this. Like the wife sending a text, to her husband, whilst out at lunch with her lady friends. "Darling I am sending you my lunch-time love thoughts. If you are sleeping, send me your dreams. If you are laughing, send me your smile. I love you."

Everyone wanted to know what her husband texted back to her: -

"I'm on the toilet. Please advice."

Of course what really needs to happen is for these annoying offenders to realise that their actions make them look less important, rather than being some

influential mover and shaker. Being always "on call" underscores an inability to delegate or plan ahead and a lack of confidence in others and oneself. Obviously there are

occasions when we really do need to use our mobiles when others are around so, hopefully, these mobile phone etiquettes, dos and don'ts, will help.

Kaleidoscope desk

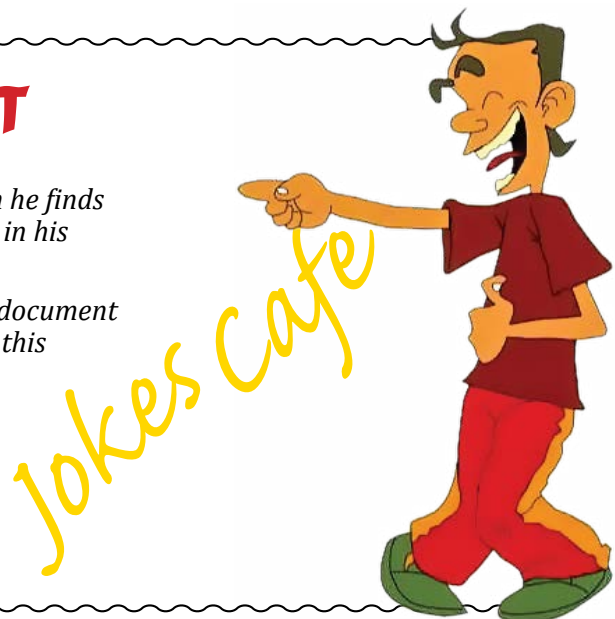
IMPORTANT DOCUMENT

A young executive is leaving the office late one evening, when he finds the CEO standing in front of a shredder with a piece of paper in his hand.

"Listen," said the CEO, "this is a very sensitive and important document here, and my secretary has gone for the night. Can you make this thing work for me?"

"Certainly," the young executive says. He turns the machine on, inserts the paper, and presses the start button.

"Excellent, excellent!" says the CEO as his paper disappears inside the machine. "I just need one copy."



CONTAINER SHIPPING CELEBRATING ITS 60TH YEAR!!!

This year, celebrates the 60th anniversary of the Container Shipping on 26th April, 2016.

Even before inventing the Container Shipping, for many thousand years, mankind has shipped goods across the sea, from one land to another. But the process was not easy, as on today. The goods were loaded and unloaded by the individuals, in barrels, sacks and wooden crates from the land transport to the ship and back again on arrival of the vessel were a real slow process. However, this was the only known way to transport the goods in ship until the second half of the 20th Century.

However, 60 years ago, back in 1956, Mr. Malcolm Mclean used a converted tanker to move the first containerised cargo by Sea, from Port of New Jersey to Port of Houston. It opened to a land mark invention by connecting each and every corner of the world and increased the trade and commerce via sea route.

One year later, M/s Matson Navigation Shipping began its container shipping in the Pacific, carrying 20 containers from Alameda to Honolulu. The First Ship specifically designed for transporting containers, The Gateway City, made its maiden voyage on 4th of October, 1957 from Port Newark to Miami. It required only two gangs of dockworkers to load and unload, and could move the cargo at the rate of 264 tons an hour. Short later, The Santa Eliana operated by Grace line, became the first fully containerised ship to enter the foreign trade when she set her sail for Venezuela in January 1960.

It was between 1968 – 70, that an ISO regulation for the shipping containers was decided. It shall be interesting to the people outside the marine

sector to know that all commercially used shipping containers have a serial number, just like a number plate's identification for the Motor Vehicles. The Serial number for the shipping container is made up of 4 letter prefix and a seven digital number. The first three letters signifies the owner, the next letter is the category of the Container which is followed by a six digit serial number and finally a check digit. And there is a mathematical formula that works out the check digit for each shipping containers.

ABCD123456
 Owner Code Category Serial Number Check Digit

The two most important and most commonly used container sizes today, are the 20 foot and 40 foot lengths. The container sizes need to be standardised so that the containers can be most efficiently stacked, one on top of the other and that the ships, trains, cranes at the port can be specifically fitted or built to a single size specification. As above said, ISO works to set the standard sizes for all the containers, globally. Shipping containers are also available in variety of types in addition to the standard dry cargo containers often referred to as the special



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equipment. These special containers include open end, reefer, flat rack and many more.

Let us all celebrate together the 60th Year of Container Shipping!!



LUCKY WINNER

As part of our continuous commitment to the freight forwarding fraternity, CSS initiated a thank you scheme over 8 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 February- March 2016 was **Ali** from Diamond shipping services who walked away with gift vouchers worth AED 200 from Lulu Hyper Market, presented by **Sasikala**, Senior Executive- Corporate communications, CSS Dubai



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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	JEBEL ALI	
TAROKO	503S	4-May																				6-May
TAROKO	504S	11-May																				13-May
TAROKO	505S	18-May																				20-May
TAROKO	506S	25-May																				27-May
TAROKO	507S	1-Jun																				3-Jun
TAROKO	508S	8-Jun																				10-Jun
TAROKO	509S	15-Jun																				17-Jun
TAROKO	510S	22-Jun																				24-Jun
HYUNDAI GENERAL	563W		1-May																			15-May
HYUNDAI HIGHNESS	544w		8-May																			22-May
COSCO VIETNAM	024w		15-May																			29-May
OOCL QINGDAO	117w		22-May																			5-Jun
OOCL EUROPE	114w		29-May																			12-Jun
HYUNDAI FREEDOM	539w		6-Jun																			20-Jun
MSC EVA	616E			5-May																		25-May
MSC FILLIPPA	617E			10-May																		30-May
MSC RENEE	618E			17-May																		6-Jun
MSC BENEDETTA	619E			24-May																		13-Jun
MSC CAMILLE	620E			31-May																		20-Jun
CEZANNE	1607				2-May																	28-May
MAERSK SARAT	1607				9-May																	4-Jun
DAU	1607				16-May																	11-Jun
MAERSK SALTORO	1607				23-May																	18-Jun
MAERSK STADELHORN	1607				30-May																	25-Jun
MAERSK SKARSTIND	1607				6-Jun																	2-Jul
MAERSK SIRAC	1609				13-Jun																	9-Jul
MAERSK SHAMS	1609				20-Jun																	16-Jul
APL VANCOUVER	24					2-May																24-May
APL COLUMBUS	18					9-May																31-May
APL DETROIT	17					16-May																7-Jun
APL SANTIAGO	17					23-May																14-Jun
APL CHARLESTON	21					30-May																21-Jun
MOL COSMOS	49					6-Jun																28-Jun
APL MIAMI	18					13-Jun																5-Jul
APL VANCOUVER	25					20-Jun																12-Jul
OEL COLOMBO	422s						6-May															16-May
OEL COLOMBO	423s						13-May															23-May
OEL COLOMBO	424s						20-May															30-May
OEL COLOMBO	425s						27-May															6-Jun
OEL COLOMBO	426s						3-Jun															13-Jun
OEL COLOMBO	427s						10-Jun															20-Jun
OEL COLOMBO	428s						17-Jun															27-Jun
OEL COLOMBO	429s						24-Jun															4-Jul
HYUNDAI GENERAL	563w							4-May														19-May
HYUNDAI HIGHNESS	544w							11-May														26-May
HYUNDAI COLOMBO	077w							18-May														2-Jun
HYUNDAI JAKARTA	066w							25-May														9-Jun
HYUNDAI CONFIDENCE	543w							1-Jun														16-Jun
HYUNDAI FREEDOM	539w							8-Jun														23-Jun
HYUNDAI BANGKOK	061w							15-Jun														30-Jun
HYUNDAI GENERAL	064w							22-Jun														7-Jul
HYUNDAI GENERAL	563w								1-May													19-May
HYUNDAI HIGHNESS	544w								8-May													26-May
HYUNDAI COLOMBO	077w								15-May													2-Jun
HYUNDAI JAKARTA	066w								22-May													9-Jun
HYUNDAI CONFIDENCE	543w								29-May													16-Jun
HYUNDAI FREEDOM	539w								5-Jun													23-Jun
HYUNDAI BANGKOK	061w								12-Jun													30-Jun
HYUNDAI GENERAL	064w								19-Jun													7-Jul
HYUNDAI GENERAL	563w									2-May												20-May
HYUNDAI HIGHNESS	544w									9-May												27-May
HYUNDAI COLOMBO	077w									16-May												3-Jun
HYUNDAI JAKARTA	066w									23-May												10-Jun
HYUNDAI CONFIDENCE	543w									30-May												17-Jun
HYUNDAI FREEDOM	539w									6-Jun												24-Jun
HYUNDAI BANGKOK	061w									13-Jun												1-Jul
HYUNDAI GENERAL	064w									20-Jun												8-Jul
BUXCONTACT	1633														30-Apr							4-May
BUXCONTACT	1635														7-May							11-May
BUXCONTACT	1637														14-May							18-May
BUXCONTACT	1639														21-May							25-May
BUXCONTACT	1641														28-May							1-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	JEBELALI	
BUXCONTACT	1643										4-Jun											8-Jun
BUXCONTACT	1645										11-Jun											15-Jun
BUXCONTACT	1647										18-Jun											22-Jun
MAERSK SALTORO	1606											2-May										11-May
MAERSK STADELHORN	1606											9-May										18-May
MAERSK SKARSTIND	1606											16-May										25-May
MAERSK SIRAC	1608											23-May										1-Jun
MAERSK SHAMS	1608											30-May										8-Jun
CEZANNE	1608											6-Jun										15-Jun
MAERSK SARAT	1608											13-Jun										22-Jun
DALI	1608											20-Jun										29-Jun
MAERSK MEMPHIS	1605												30-Apr									24-May
MAERSK COLUMBUS	1605												7-May									31-May
CARDIFF	1607												14-May									7-Jun
MAERSK KINLOSS	1605												21-May									14-Jun
MAERSK PITTSBURGH	1605												28-May									21-Jun
MAERSK HARTFORD	1605												4-Jun									28-Jun
MAERSK ATLANTA	1605												11-Jun									5-Jul
MAERSK CHICAGO	1607												18-Jun									12-Jul
HYUNDAI HIGHNESS	544w												7-May									26-May
HYUNDAI COLOMBO	077w												14-May									2-Jun
HYUNDAI JAKARTA	066w												21-May									9-Jun
HYUNDAI CONFIDENCE	543w												28-May									16-Jun
HYUNDAI FREEDOM	539w												4-Jun									23-Jun
HYUNDAI BANGKOK	061w												11-Jun									30-Jun
HYUNDAI GENERAL	064w												18-Jun									7-Jul
HYUNDAI HIGHNESS	545w												25-Jun									14-Jul
EVER LIFTING	006W																2-May					23-May
ULSAN EXPRESS	009W																9-May					30-May
OOCL SINGAPORE	009W																16-May					6-Jun
EVER LIBERAL	015W																23-May					13-Jun
EVER LENIENT	015W																30-May					20-Jun
EVER LEARNED	018W																6-Jun					27-Jun
EVER LOYAL	016W																13-Jun					4-Jul
HYUNDAI BANGKOK	060w																	2-May				12-May
HYUNDAI GENERAL	563w																	9-May				19-May
HYUNDAI HIGHNESS	544w																	16-May				26-May
HYUNDAI COLOMBO	077w																	23-May				2-Jun
HYUNDAI JAKARTA	066w																	30-May				9-Jun
HYUNDAI CONFIDENCE	543w																	6-Jun				16-Jun
HYUNDAI FREEDOM	539w																	13-Jun				23-Jun
HYUNDAI BANGKOK	061w																	20-Jun				30-Jun
CMA CGM LA TRAVATA	089EPE																			1-May		28-May
CMA CGM AMAZON	091EPE																			8-May		7-Jun
CMA CGM TOSCA	093EPE																			15-May		11-Jun
UASC AL KHOR	095EPE																			22-May		18-Jun
CMA CGM THAMES	097EPE																			29-May		25-Jun
CMA CGM SAMSON	099EPE																			5-Jun		2-Jul
HYUNDAI HIGHNESS	544w																				1-May	27-May
HYUNDAI COLOMBO	077w																				8-May	3-Jun
HYUNDAI JAKARTA	066w																				15-May	10-Jun
HYUNDAI CONFIDENCE	543w																				22-May	17-Jun
HYUNDAI FREEDOM	539w																				29-May	24-Jun
HYUNDAI BANGKOK	061w																				5-Apr	1-May
HYUNDAI GENERAL	564w																				12-Apr	8-May
HYUNDAI COLOMBO	078w																				19-Apr	15-May
HYUNDAI BANGKOK	060w																3-May					12-May
HYUNDAI GENERAL	563w																10-May					19-May
HYUNDAI HIGHNESS	544w																17-May					26-May
HYUNDAI COLOMBO	077w																24-May					2-Jun
HYUNDAI JAKARTA	066w																31-May					9-Jun
HYUNDAI CONFIDENCE	543w																7-Jun					16-Jun
HYUNDAI FREEDOM	539w																14-Jun					23-Jun
HYUNDAI BANGKOK	061w																21-Jun					30-Jun
MAERSK SHAMS	1607																30-Apr					21-May
CEZANNE	1607																7-May					28-May
MAERSK SARAT	1607																14-May					4-Jun
DALI	1607																21-May					11-Jun
MAERSK SALTORO	1607																28-May					18-Jun
MAERSK STADELHORN	1607																4-Jun					25-Jun
MAERSK SKARSTIND	1607																11-Jun					2-Jul

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.

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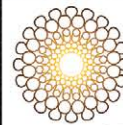
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