

# LIGHTHOUSE

**PROJECTS AT CSS**  
Transformer Movement to  
Ras Al Khor

**THE POWER  
OF BAD**

**CSS Strategy  
Meet 2017**



**INDYWOOD MARITIME  
EXCELLENCE AWARDS 2017**  
T S KALADHARAN, CHAIRMAN CSS GROUP HONOURED



# PROJECTS OIL & ENERGY



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# LIGHTHOUSE

## CHAIRMAN'S MESSAGE



T S Kaladharan

Being only a short time since the dawn of the New Year prompts thinking about, and analysing, the eventful days we have had during the past year. Having all of you alongside certainly ensured that it was a great journey throughout 2017. The uncertainty of the overall global economy meant we had many ups and downs, throughout the year, but we managed to sail auspiciously ahead. We made some commendable achievements,

notably with our expansion of operations in the Middle East and Indian Sub-continent.

I am grateful for the support and cooperation we have had from all our agents, associates and well-wishers. Most importantly I applaud our staff at CSS who have contributed so magnificently throughout the past year. Regardless of the global economic setbacks and its financial instability, we have been successful in riding high across complex situations.

The theme of the recently concluded Strategy Meet 'Time to Evolve' highlighted relevant emerging opportunities. Focusing on these will enable us to adapt ourselves to the changing economic and financial environment. This will better equip our strategies, enabling them to penetrate the hard shells of global competition.

Moving forward, into this New Year, I am confident that the course we have been sailing during the past year has set us fair to successfully meet new challenges. Assuredly together, we will see CSS gaining even more commendable achievements in 2018.

Accordingly it gladdens me to be able to wish you all good fortune for 2018 - Happy New Year.



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# INDYWOOD MARITIME EXCELLENCE AWARDS 2017

## ■ T S KALADHARAN, CHAIRMAN CSS GROUP HONOURED

T S Kaladharan, Chairman CSS Group was honoured with Indywood Maritime Excellence award under the Entrepreneurship category for his dedicated and visionary approach towards the Shipping and Logistics Industry. E S Sudarshan, Vice President, CSS South India received the award on behalf of Kala. The prestigious Indywood Maritime Excellence Awards 2017 concluded successfully at Ramoji Film City, Hyderabad on 2nd December 2017. The award was organised to recognize and facilitate efforts made by maritime organisations and personalities towards the development of their

It was a pleasure to be part of the Third Edition of the Indywood Excellence Award & Investor meet-Maritime Awards. The event was attended by dignitaries from across the world. Needless to say that this was a great opportunity to interact and learn from eminent people and understand their success stories



Award Winners



Sudarshan receiving award



Sohan Roy speaking

sector. Mohammed Ibrahim Al Qahtani was the chief guest for the event.

“It was a pleasure to be part of the Third Edition of the Indywood Excellence Award & Investor meet- Maritime Awards. The event was attended by dignitaries from across the world. Needless to say that this was a great opportunity to interact and learn from eminent people and understand their success stories.” Mentioned Sudarshan.

Recognizing the contributions of an individual

over the whole of a career, rather than or in addition to single contributions, Indywood Maritime Excellence Awards were bestowed to eminent personalities from within the industry under categories such as – Lifetime Achievement awards, Professional and Entrepreneurship.

The distinguished award presenter for the Award Ceremony was Dr. Praveen Singh, Chairman of Geetvam Corporation Limited.

A panel discussion on ‘How to integrate maritime industry with technology’ was

also conducted during the ceremony. The panel includes - discussed the ways and innovations which are being carried out in the maritime industry to bring it closer to the layman’s world. The session was moderated by Dr. Totakura Bangar Raju, University of Petroleum and Energy Studies.

Indywood Maritime Excellence Awards 2017 was organized as a part of Project Indywood, a US\$10 Billion Project to be initiated by a consortium of 2000 Indian corporate and Multi-Millionaires.

# ANNUAL CSS GROUP STRATEGY MEET 2017

■ THE ANNUAL CSS GROUP STRATEGY MEET CONCLUDES ON THE 16TH OF NOVEMBER, 2017 IN RAJASTHAN, INDIA



CSS Group delegates with the Chairman

November 15th, 2017: The CSS Group's annual Strategy Meet 2017 was held at the Hotel Lakend in Rajasthan, Udaipur, India from the 15th to the 16th of November, 2017.

Each year sees members of the CSS Group's various management teams from across all branches come together for two days, to crunch and discuss the year's performance, and scrutinize the next steps for yet another successful year.

Each delegate attending was able to further discuss and question, bringing to light various viewpoints for each division presented. With the opening of the CSS Group's offices across the Kingdom of Saudi Arabia (Jeddah, Riyadh and Dammam), and the introduction of the Hospitality & Hotel Logistics division to its ever-growing portfolio, the CSS Group is set on the right path to more success in the coming years.



T S Kaladharan

The Group's new aggressive strategy to navigate its teams across the world perfectly blended in with its yearly motto 'Time to Evolve', especially with its introduction of CSS KSA and CSS Hospitality & Hotel Logistics. The Group's ability to adapt and – for lack of a better word – evolve with regards to competition, processes, technology and relationships is what it prides itself for.

## Strategy Meet 2017 Socials (after hours):

In other news, in order for the Strategy Meet 2017 to



commence a half hour later, at 9:30 a.m., CSS Logistics COO Rakesh Menon, CSS Group Vice President for Freight Forwarding Ajay Krishnan, CSS Bahrain & Doha General Manager Narayan, and CSS Group Vice President Projects & Operations Sreenath, each vowed to do ten push-ups. Whether they succeeded or not, is another matter entirely.

The CSS Group thanks its host - Hotel Lakend - for its staff and employees being incredibly helpful in making the CSS Group's Strategy

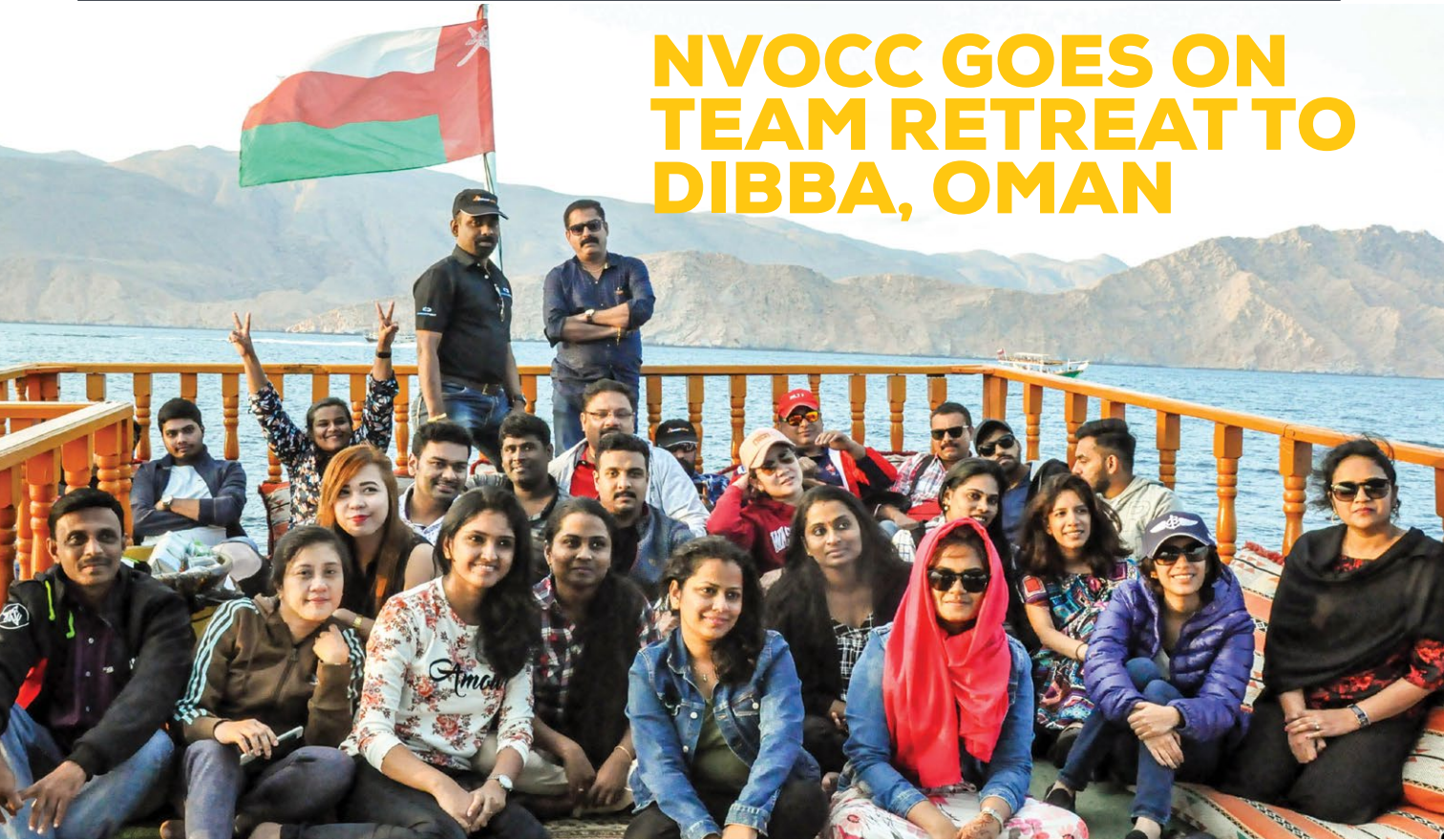


Meet 2017 a success.

Team building exercises - organized by the CSS Marketing division - before and after the conference did not fail to entertain delegates.

The CSS Group will always work hard, and play harder.

# NVOCC GOES ON TEAM RETREAT TO DIBBA, OMAN



24th November, 2017: The 45+ strong NVOCC division - led by Director Chandra Kala - went on a day-long team retreat to Dibba, Oman.

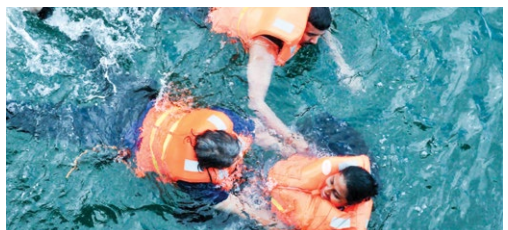
The NVOCC division in Dubai, UAE was invited to a day-long team retreat, to participate in a Dhow Cruise lush with team-building exercises, snorkeling, swimming, banana boat rides, fishing and just a day to personally get to know their fellow colleagues.

The scenic tour included visits by the Hajar Mountains, famous Stone Houses and Limestone caves. The team had an amazing time discovering more about their colleagues in an out-of-office space, thus strengthening their bond further. Team bonding brings people together by encouraging collaboration and teamwork. Fun activities that help people see each other in a different light allow them to connect in a different setting.

In addition to team-building exercises and activities, team-building vacations give employees a chance to relax and get to know

each other outside of the typical workplace environment. We find - as with any organization of our size - that a team works better once they know one another on a more personal level. Giving employees a well-deserved break can increase motivation and performance once they return to the workplace.

We would like to thank our volunteers who helped organize such an event, hoping there will be more to come to match its caliber.



# THE POWER OF BAD

**Rahat Talreja**

Vice President - CSS Central India

Your loved one returns home every day at 7 pm. Today it is already 11 pm. Not returned. The phone is not reachable. No message. What are you probably thinking? Is he in trouble? Is he in an accident? Is he dead? The first thing that occupies you is: Fear and you think about "BAD"

A noble man had great thoughts. He practised good deeds all his life. One day he made a grave mistake. And everyone forgot what good he did. The mistake hounded him. It attracted all the attention. It overshadowed all his good actions. Bad for him but again: BAD won.

Recently, the license of a hospital in Delhi was cancelled due to negligence (accusation not verdict). The hospital has so far treated over 50,000 patients successfully. It never got any award, reward, tax break, appreciation from the authorities. But 1 incident and boom: License cancelled. The hospital is in hospital now and is recuperating to get back its license but here too the "BAD" over-powered.

Many of us watched the successful movie "Sholay". It had Jai, Veeru, Sambha, Kalia, Basanti, Dhanno, Mausi, Thakur etc. All played by stalwarts and tall characters in themselves. But whom do you remember: The goon called Gabbar played by newbie Amjad Khan.

Vijay Mallya is a successful Indian businessman. In fact he created the world's 2nd largest liquor company United Spirits and world's 2nd largest

selling beer company United Breweries. Both were divested to get partners such as Diageo (world's largest liquor company making labels like Johnny Walker) and Heineken in the respective businesses. The UB group is also the largest investor in sports businesses in India. They own top teams in IPL called RCB, Mohan Bagan in Football, Force India F1 team (1st for India), and India's top Derby. These businesses were invested into way before their time under the sun. Also, a world class airline was created called Kingfisher which failed. Everyone forgot everything else and only thing they know is he is a fraud etc. (accusation not verdict)

In fact, it was his "Bad" side of perceived women & wine & lavish lifestyle that attracted the brand value to his businesses. I remember people fornicating in their mind after having flown Kingfisher. I know today that people sip the beer Kingfisher thinking they are getting a pie of that bad. And now that single bad failure is overpowering all the lesser bads that people loved.

So it is to be noted that "Bad" or "Negative" or things which we consider averse are very powerful and attract all the attention.

In fact, it takes a lot of gut and character not to fall for the "Sins" or "Bad" things in life.

But the main problem is that we have made "Bad" a bad word. It is our own limited thinking and the problem of being stuck in our own ego and morality that we fail to

understand life in its entirety. The darkness in the universe is omnipresent and we need stars like the sun to show light for some time. When we begin to realise this and expand our own thoughts, breaking away and beyond morality & judgement, we see that a whole new dimension opens up. In fact it is the duty of every human being to see the other side of the pendulum too.

Think about it: Human Beings are more powerful than God or Devil. How?

God cannot become the Devil.

Devil cannot become God. But only human beings can become both, when they want.

Speaking of bad, let me also discuss the nature and food of "Bad"

Bad is very cunning. It has assured its own longevity by making itself of a certain nature. Its nature, if you observe carefully, is that it thrives on its opposition. Opposing Bad is Food for Bad. The more you oppose it, fight it, and go against it: it gets its food and thrives more. It has created this anti-climax kind of personality for itself.

My sense is that the only way to kill it is to IGNORE it.

*Let me give examples:*

**Chocolates:**

Your objective is that your child should not have chocolate so that he has healthy teeth.

Now you set out and there are 2 ways:

IGNORE this pursuit of



yours to defeat chocolate. See, it will die its own death if you do "Nothing" sometimes, doing nothing is doing everything.

**The other way is:**

You tell your child that this is chocolate and that it is not good for teeth and don't have it ever.

**You just did three things:**

Showed him the product called chocolate and created awareness.

The awareness leads to curiosity about the chocolate. Said "don't eat it" and created a challenge in your child's mind - let me see what bad will happen if I eat it.

Now somehow he ate it.

Again, you can IGNORE. He might not try it again possibly. But if you scold him. And then sleep. Or go out of the house. Or he goes out of the house. HAHHAHA - the chocolate is back between his lips.

So my friends, I know it's easier said than done but make your effort and let the power of BAD be with you always :)

Merry Christmas and a Happy New Year!!

# TRANSFORMER MOVEMENT TO RAS AL KHOR



The Projects team at CSS Group successfully completed yet another movement recently.

One Unit of Transformer weighing 308 tonnes was moved to the projects site and the installation was done. The transformer measuring 11.78 M x 4.8 M x 4.45 M was loaded on to a heavy lift vessel for its voyage from Derince to Jebel Ali. The scope of work of CSS included lifting, loading and transport from the origin to the destination and installation onto the foundation.

The experienced CSS projects team conducted the survey of the route and the

destination prior to the commencement of the move. Each point of the entire project was carefully assessed to ensure a fool proof and smooth journey of the cargo. The cargo movement was executed with a 14 axle trailer from Jebel Ali to the project site in Ras Al Khor. Jacking and skidding method was put to use for the installation process. "The entire process of the project execution was exciting. Thanks to the experience we gained from the previous transformer movements and installations, which really helped us to successfully complete the job on time" Commented Sajith

Vijayan, Manager, Operations, Projects Oil & Energy, CSS Dubai.

Prior permissions were taken and escorts were arranged for the entire movement. "Our team displayed highest level of professionalism throughout the job. We value the smile on the face of our clients more than anything else, hence zero compromise is tolerated at any level. That could be the only reason for our success as a major project mover in the Middle East", commented Raj George, Senior Vice President, Projects Oil & Energy, CSS Group, after the successful project completion.

**NIDHIN KUMAR A** – NVOCC Operations, given by Shelly Varkey - Manager, Admin - CSS Dubai

SEPTEMBER 2017

## CSS - EMPLOYEES OF THE MONTH

**ARUN SNEHAJAN** – Network Engineer, given by Shelly Varkey - Manager, Admin - CSS Dubai

NOVEMBER 2017





# DP WORLD CLOCKS RECORD VOLUNTEER HOURS DURING FOURTH EDITION OF GLOBAL VOLUNTEER WEEK

■ JOINS FORCES WITH 47 ORGANISATIONS TO DELIVER 60 PROJECTS, HELPING OVER 5000 PEOPLE

موانئ دبي العالمية  
DP WORLD

Dubai, United Arab Emirates, 18 December 2017: DP World employees around the world have taken part in a week of volunteering activities, delivering over 60 projects in partnership with 47 organisations to benefit 5000 people.

The company's Global Volunteer Week programme gives employees the opportunity to take time out of work to support their local communities. This year they supported a variety of initiatives in 19 countries, which included delivering career workshops in the Dominican Republic, sorting food packages for Foodbanks in Australia, arranging blood donations across India in Mundra, Cochin, Chennai and Nhava Sheva, visiting the elderly in Yantai, China and organising free medical examinations in Senegal.

Now in its fourth year, the initiative was run from 3-9 December and was developed around the UN's International Volunteer Day. Since 2014, DP World is committed to growing its volunteering efforts in local communities and this

year reached a new record of almost 4,700 volunteer hours during work time.

DP World Group Chairman and CEO Sultan Ahmed Bin Sulayem, said: "Our leaders designated 2017 as the Year of Giving in the UAE and we've continued that sentiment across our operations around the world. Our long-term commitment to partner with the communities where we operate is designed to make a positive impact and is something we've been doing for many years. Our commitment to sustainability is central to our business and by playing a major role in contributing to societies, our people are helping others. Their enthusiasm and willingness to participate in local activities is admirable."

DP World Global Sustainability Director Kathryn Wightman-Beaven, said: "Our Global Volunteer Week has been gaining momentum over the years and the number of volunteering hours this year are more than double what they were when we first launched the initiative in 2014. We're proud of our



employees who contribute every day to our goal of building vibrant and resilient societies through investing in issues of social importance. We are committed to helping improve the lives of people in the communities in which we operate and look forward to developing this programme further to deliver even bigger impact in the coming years."

As part of Global Volunteer Week in the UAE and in support of the Year of Giving, the company ran eight projects with 89 employee volunteers, while supporting 319 people in the community. Employees planted Ghaf trees with local sustainability enterprise Goumbook, relocated mangroves with the Emirates Marine Environmental Group, supported people at local charity Senses and women at the Dubai Foundation for

Women and Children, while conducting a blood drive with the Dubai Health Authority. They also delivered DP World's Global Education Programme at Raffles International School and taught students about the UN's Global Sustainable Development Goals at the Hartland International School in Dubai.

Global Volunteer Week is one part of DP World's global programme to bring sustainability into every aspect of its work, brought together under its "Our World, Our Future" sustainability programme. The company is involved in a range of activities to help improve people's lives, strengthen communities, and protect the environment with initiatives such as the Carbon Ambassadors Programme in the UAE, focusing on engaging and educating young people on environmental issues.

# CSS DUBAI HOSTS WEEK LONG SEASON'S GREETINGS SPECIAL

■ THE FIVE-DAY EVENT TOOK PLACE AT THE CSS GROUP JAFZA OFFICE FROM THE 17TH TO THE 21ST OF DECEMBER, 2017

**21st December, 2017:** The CSS Group's office in JAFZA, Jebel Ali, UAE held a week full of short games every morning, getting our valuable resources an alternative start to their day. The CSS Group is big on getting their employees and members of staff involved in interacting more with each other, thus improving team work within the organization.

The week started off with Untangling Christmas Lights in under two minutes on the 17th of December, 2017 - winner being Sami Liju from CSS HQ.

The CSS Group proceeded to play a Christmas-themed Jenga, with the winner being Anjali Krishnan from CSLC 1, on the 18th of December, 2017. Rules of Engagements - from anywhere between confessions, singing Christmas songs until the next person's turn and more!

Guess the Object was played on the 19th of December, 2017 with players being blindfolded. The winner of this game being Fazeena Mohammed from CSS HQ.



An epic game of Holiday Greetings Pictionary - with four teams of 3 - was held the next day, winners being Jackie Leano, Archa Bitto and Fathima Sidhique from CSLC 1. The week-long game ended on the 21st of December, had 'Pick Christmas Ornaments with Chopsticks', winner being our very own Sabu from the CSS Group Support Staff in CSLC 1.

The CSS Group's Marketing division hosting these games, as well as the amazing Happy Holidays Committee, was incredibly proud of the turn-out and hopes next year will be as equally exciting!



## More on the 21st of December, 2017:

The CSS Group held their Annual Christmas High Tea with members of the CFS team later that day. Cakes and decorations adorned the CFS warehouse at JAFZA, Jebel Ali with the Chairman, T.S. Kaladharan giving a brief speech, followed by distribution of amazing Holiday Greeting's edibles.



# CSS GROUP HOSTS ITS 23RD ANNUAL CHRISTMAS EVE LUNCH IN DUBAI, UAE

## ■ CSS GROUP'S HQ IN DUBAI HOLDS ITS YEARLY CHRISTMAS EVE LUNCH FOR STAFF AND EMPLOYEES

24th December, 2017: The CSS Group's HQ in JAFZA, Dubai, UAE bustled with excitement as food, drinks and year-end decorations adorned the CSLC 1 Conference Room.

Nearly 100 CSS staff members attended the themed Season's Greetings Potluck spread, where each guest contributes a different and unique dish of food, often homemade, to be shared. The

plethora of items on the menu ranged from Spatchcock Chicken, to Chicken 65, to Baskin Robbins ice cream for dessert.

The CSS Director of NVOCC - ChandraKala - commenced celebrations with a toast to all attending, looking forward to the future of the organization, and expressing appreciation for the CSS Christmas



Committee and the CSS Marketing division's support. On behalf of the entire CSS Group, we wish you a Merry Christmas, Happy Holidays and Happy New Year!



Happy  
NEW YEAR  
2018

CSS GROUP  
WISHES YOU AND  
YOUR FAMILY A  
PROSPEROUS 2018

# USE STRATEGICALLY FOR YOUR BUSINESS

**LinkedIn? There's no denying that it is here to stay as the professional business networking platform. For many it's the key to professional success and for some, an essential element for their job search. However for others, especially companies, LinkedIn can be a bit of a puzzle. The tools presented often aren't used to their fullest, especially by companies but also individuals. Maybe it's because it's not as fun as Instagram, not as entertaining as Twitter, not as addictive as Facebook.**

If you're someone who has yet to grasp the potential or even dip your toes into the LinkedIn pool, don't fret. Even professional marketers can struggle to find content relevant to a LinkedIn audience. If the audience is understood then the potential reach for LinkedIn is massive with 500 million users spread across the globe in 200 countries.

Over the years LinkedIn has evolved from a simple "Facebook for business" to a platform for spreading industry knowledge and expertise, also as a key tool for recruiters, and those in the midst of a hunt for new employment.

Therein lies the challenge for achieving desirable post results; what is it that appeals to your professional audience? Luckily, through the experience of others there has been some things learned that can be taken as general guidance.

## CREATE A COMPANY PAGE

Does your company have a page? No, why not? With a company page your employees will be able to connect their personal profiles to your company profile. It's also a clear avenue of spreading the word of your brand. You can gain brand followers that you might not have expected to reach and through your employee profiles when other LinkedIn users view their professional experience section and activity.

## SHOW YOUR BRAND PERSONALITY

LinkedIn is obviously geared towards business related content. But that doesn't mean your company's activity needs to be a bore. Create posts and campaigns that engage an audience. Define your brand's personality, and I don't mean a vision or a mission statement. I'm talking about... make your brand a "person", give it the characteristics that you'd want it to have if it is a living and breathing entity.

Perhaps the most simple but effective posts for follower engagement is to give an "insider's view". Show what's on the inside of your business and give a peek at the teams and what they do; show them at work.

## SHARE KNOWLEDGE

Engage in group postings, Pulse posts, or simple status updates that allow you to share your knowledge. On a personal level you don't need to be the CEO of a Fortune 500 company to share knowledge or have input. Nor does your company need to be a large multinational to have engaging content that can be useful for others seeking the knowledge your business can share through a company page.

## TIMING MATTERS

For posts to have a far reach and strong engagement, and this is true of all social networks, the timing of clicking the

"Post" button is of prime importance. LinkedIn isn't the same as Facebook so not only is the content of a different nature but so are the peak times of usage. LinkedIn users are (ideally) busy professionals who aren't idling away hours scrolling through their newsfeed. For LinkedIn, users tend to be most active in the hours just before work, during lunch, and just after the work day finishes.

On another note, with the exception being a tweet storm, posts should be spaced out to allow followers to see and digest the content. Too many posts in rapid succession can hurt engagement rates.

## PROFESSIONAL POSTS

Brand messaging on LinkedIn needs to reflect the professionalism of the social network. Clickbait won't help you on LinkedIn. Be honest about your content. In fact it'll probably hurt your communication efforts more than anything if people find your headline to be misleading

However, that doesn't mean it's clear to post content that's 99% industry jargon. Moderation is key here. Communicate and display your brand personality but don't force readers to put effort into reading your posts like it's their job. Keep it short and adequate for easily consumable content for busy professionals on the go.

## EMPLOYEE ENGAGEMENT

Your organization is full of brand ambassadors. Who are they? Your employees. By adding your company to their profile they will be recipients of the company messaging, so encourage employees to show where they work in their profile details.

Also employees already have a connection to the company and have been shown to be more likely to like and share company published content. This can be a great boost to your company's post reach and it also holds the possibility of assisting recruitment efforts by increasing the appeal of your company to job seekers. The further reach you have the more likely your posts will reach the eyes of decision makers and those who have the power to determine what a company will and will not buy.

However, there are some challenges to this. Employee engagement is the least controllable element of a strategic LinkedIn plan. Some employees might not be on LinkedIn and some uninterested. I know I've heard a few times, "LinkedIn is boring." Even once I was told this by a person interviewing for a Social Media Manager position (Tip: Don't do that). This is an obstacle that I've had the experience of dealing with, but eventually some of the individuals who didn't hold the slightest interest for LinkedIn are now heavily engaged with the network. What it took was some education on what LinkedIn is, how it works, and what can be in it for the user (some good old WIFM) by having and using a profile.

On the other hand some employees have a different opinion of LinkedIn and extract value from the individual

business leaders they follow and the posts from companies (like yours) that help them perform better for the benefit of your business. These are the types of individuals who can help educate those who are resistant to LinkedIn and maybe just don't quite understand it can be for everybody and not just CEO's and Directors.

On a final note, remember that LinkedIn has a very different tone than other social networks. Both individuals and companies need to learn how to differentiate LinkedIn from other social media platforms. Relevant content can boost engagement and increase for established companies, or even create an audience for newer businesses. Tailor your content to the platform and the audience you want to reach.

*(Contribution : FPS International)*

# HEAVY LIFT MARITIME AND TRANSPORT SEMINAR BREMEN - MAY 29, 2018



Global Project Logistics Network announces the Heavy Lift Maritime and Transport Seminar.

After the huge success in the past they are now offering again their renowned "Heavy Lift Maritime and Transport Seminar" on May 29, 2018 at the Dorint Park Hotel in Bremen, just ahead of Breakbulk Europe in Bremen.

*Below are a few highlights in short:*

**This technical seminar includes calculations,**

**equipment and safety instructions. The main aim is to provide project forwarders that are already on the job with additional technical know-how on heavy lifting in the offshore sector.**

**The full day seminar is conducted by our Dutch expert who has more than 22 years of experience in handling project cargo. A certificate and a detailed manual will be also handed out to all participants.**

**Covered are the following topics: Heavy Lift Shipping,**

**Lashing and Securing Sea Freight, Roll-on / Roll-off Operations, Offshore Lifting, Load out/ Load in, Lifting Equipment, etc.**

**SPECIAL PRICE:**

**Euro 550**

*per person (subject to a minimum of 20 attendees).*

Don't miss this opportunity to learn more about Heavy Lift Shipping and expand your technical abilities for your project cargo business!

Please confirm now your



participation by return email to undersigned as space is limited and given away on a first-come, first-served basis.

*(As announced and informed by GPLN)*



If you are being completely honest, how many of you will confess that you have frequently failed to keep a New Year's resolution? The fact is more than 80% of them are never kept. It's therefore no wonder that the value of making resolutions is easily brought into question. However as each New Year comes round it's an interesting and easy topic to keep our attention, asking friends what their New Year's resolutions will be. Whilst it's said that, 'Procrastination is the thief of time'; we still keep promising ourselves that we will do better next time. But by making New Year's resolutions, the greater majority of us are just setting ourselves up for disappointment. So why bother?

There is no doubt that resolutions only succeed when we are resolute. Research shows that we are simply not wired to be suddenly resolute. Becoming so is a brought about by a process, through which we need to go. It needs to take place for any resolution to have any real chance of succeeding. Basically there are four stages to reaching a point where it is reasonable

to make a new resolution. So if you are mindful to bother about resolving to do something, here are some markers to help you. Importantly you need to determine what stage you are in.

Stage One is where you are thinking about making a change but, in your heart of hearts, you know you really don't want to do it. Perhaps, for example, you are being pressured into making a commitment by a well-meaning friend. This approach will not be enough to ensure you succeed.

Stage Two is where you are not only thinking about making a change but you are also considering the practicalities of doing it. You wonder how you will find time to go to the gym. How much is it going to cost? Will it make me too tired to do other things? How will I benefit? At this stage you are actively considering the situation. This is important because without having weighed-up the 'pros and cons' of a resolution you will be unprepared. As a consequence the first unexpected hurdle you face may well cause you to quit.

Stage Three is where you are out of denial about the benefits of any decision. You really do appreciate the benefits and you now recognise the need for change. At this

stage, which is realistically a contemplation period, you have to be prepared for even your friends being for or against you. Some will egg you on and others will tell you that you are about to waste your time. You must be confident that your list of benefits outstrips any list of drawbacks. With this knowledge, a belief in yourself and your ability to succeed should assuage fear of failure.

Stage Four is the place you need to be at when New Year's Eve arrives. Many of us feel pressured to commit to changes when we are not really ready. Being at Stage Four, when your friends want to know what your resolution is going to be, will enable you to make a really meaningful and achievable resolution pledge. Stage Four is the visualisation period where you are able to see and appreciate where you will be when you have successfully carried out your resolution. Having your end goal in focus, on your horizon, will provide a worthwhile incentive.

Following these four stages will underscore why you should bother – you know you can and will succeed. Once you have started along your new resolution pathway it is also a good ideal to have

a plan to assess progress. This should include knowing your specific goals and having a way to appraise results. A fundamental principal of psychology is, 'If you can measure it, you can change it'. By examining on a regular basis, where you are now, you can judge if you have hit a plateau, are slipping back or moving forward and adjust your efforts accordingly. It is also important to be patient because progress is seldom linear. Some see rapid gains only to slip back later whereas others improve gradually. Remember making sustainable changes really does take time. Even successful people have set-backs. Their difference, which sets them apart from those who fail, is they see everything as a step along the path to success.

So if you really do want to bother making a New Year's resolution, make sure you are at Stage Four and remember:- It's not whether you get knocked down; it's whether you are determined enough to get back up. So if you have a temporary slip-up with your resolution, get up and carry on to achieve your goal. Winners always do!

# VALUE ADDED TAX TO BE IMPLEMENTED FROM JANUARY 2018



## Joy Thattil

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1st January 2018 will witness the implementation of Value Added Tax (VAT) law in UAE which was a topic of discussion within the companies and individuals since last one year. The implementation of VAT will provide a new source of income to the UAE Government which they will be contributing to improve the services to public. The VAT shall be made applicable on all the import and / or supply of goods and / or services at every stage of production, distribution, at a rate equal to or less than 5%.

As per the VAT law, published by the government, the VAT will not be charged on the following categories:

1. Exports of Goods and Services to outside GCC;
2. International Transportation, and related supplies;
3. Supplies of certain sea, air and land means of transportation (such as aircrafts and ships);
4. Newly constructed residential properties, that are supplied for the first time within 3 years of their construction;

### IMPACT OF VAT ON DIFFERENT SECTORS:

#### 1. EDUCATION:

No VAT shall be imposed on the Private and Public School education (excluding

higher education) and related goods and services provided by such educational institutions, higher education provided by any institution owned by Government and / or 50% funded by government; after school activities supplied by the teachers and school trips where the actual purpose is educational and within the curriculum. All the above mentioned categories are exempted from VAT.

However, the education provided by private higher educational institutions, School uniforms, related stationeries, electronic equipments like tablets, laptops etc; school trips of recreation and not within the curriculum shall impose VAT at the rate of 5%.

#### 2. MEDICAL & HEALTHCARE

Though basic healthcare and related services including but not limited to Dental Services, Vaccinations etc will not attract VAT, the medical insurance products like Medicines, Medical equipments will not be exempted. Hence the VAT shall be payable on annual premiums.

#### 3. TRANSPORTATION:

Although VAT will be added to the price of petrol, the supply of local passenger transport, such as taxis, buses and the metro will be zero-rated, and consumers will not be affected. International transport, whether by air, sea or road, will also be free of VAT, though with the

cost of the supply of these services set to increase in many circumstances, this will no doubt be passed on to the consumer in the way of price increases.

#### 4. TELECOMMUNICATION :

The VAT shall also be made applicable to the telecom service providers in UAE. Starting from January 2018, most of the telecom services shall be subject to 5% VAT in compliance with the Federal laws and regulations.

With the introduction of VAT from January 2018 and the imposition of Excise tax from October, 2017, the Country is considering to impose new taxes in the future in order to increase its revenue and thereby making them less dependent on the revenue from the production and export of Crude Oil, which played a huge role in increasing the Government revenue.

# INBOUND

DUBAI

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	CHENNAI	DELHI	GENOA	GUANGZHOU	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	QINGDAO	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XIAMEN	XINGANG	JEBEL ALI	
OEL JUMERAH	0020	5-Jan																							9-Jan	
OEL JUMERAH	0021	12-Jan																								16-Jan
OEL JUMERAH	0022	19-Jan																								23-Jan
OEL JUMERAH	0023	26-Jan																								30-Jan
OEL JUMERAH	0024	2-Feb																								6-Feb
OEL JUMERAH	0025	9-Feb																								13-Feb
OEL JUMERAH	0026	16-Feb																								20-Feb
OEL JUMERAH	0027	23-Feb																								27-Feb
COSCO BEIJING	067W		2-Jan																							17-Jan
COSCO EUROPE	067W		9-Jan																							24-Jan
COSCO KACHSIUNG	066W		16-Jan																							31-Jan
OOCL ROTTERDAM	098W		23-Jan																							7-Feb
CSCCL PUSAN	019W		30-Jan																							14-Feb
COSCO AFRICA	045W		6-Feb																							21-Feb
COSCO BEIJING	068W		13-Feb																							28-Feb
OOCL BRUSSELS	260MEE			5-Jan																						26-Jan
CMA CGM LEO	262MEE			12-Jan																						2-Feb
APL GWANGYANG	264MEE			19-Jan																						9-Feb
CMA CGM CASSIOPEIA	266MEE			26-Jan																						16-Feb
OOCL EGYPT	268MEE			2-Feb																						23-Feb
CMA CGM ANDROMEDA	270MEE			9-Feb																						2-Mar
CMA CGM CENTAURUS	272MEE			16-Feb																						9-Mar
MAERSK GUAYAGUIL	1801				3-Jan																					27-Jan
MAERSK GENOA	1801				9-Jan																					3-Feb
MAERSK SARAT	1803				16-Jan																					10-Feb
DAU	1803				23-Jan																					17-Feb
MAERSK SALTORO	1803				30-Jan																					24-Feb
MAERSK STADELHORN	1803				6-Feb																					3-Mar
MAERSK GUATEMALA	1803				13-Feb																					10-Mar
MAERSK GIBALTAR	1803				20-Feb																					17-Mar
BASLE EXPRESS	022W					3-Jan																				25-Jan
LUDWIGSHAFEN EXPRESS	018W					10-Jan																				1-Feb
AL GIBLA	005W					17-Jan																				8-Feb
HAMBURG EXPRESS	027W					31-Jan																				22-Feb
CAPE ARTEMISO	006W					7-Feb																				1-Mar
AIN SWAN	006W					14-Feb																				8-Mar
NAVIGS VERDE	006W						6-Jan																			21-Jan
MESSINI	062W						13-Jan																			28-Jan
SIMA BRIZO	005W						20-Jan																			4-Feb
XIAMEN	005W						27-Jan																			11-Feb
NAVIGS VERDE	007W						3-Feb																			18-Feb
MESSINI	063W						10-Feb																			25-Feb
NORTHERN PRACTICE	048							4-Jan																		11-Jan
GROUSE HUNTER	026							11-Jan																		18-Jan
NORTHERN PRACTICE	049							18-Jan																		25-Jan
GROUSE HUNTER	027							25-Jan																		1-Feb
NORTHERN PRACTICE	060							1-Feb																		8-Feb
GROUSE HUNTER	028							8-Feb																		15-Feb
NORTHERN PRACTICE	061							15-Feb																		22-Feb
TUJEN	1748E							3-Jan																		19-Jan
CMA CGM IOSCA	1749E							10-Jan																		26-Jan
TRUA	1750E							17-Jan																		1-Dec
HOUSTON EXPRESS	1751E							24-Jan																		9-Feb
TUBUL	1752E							31-Jan																		16-Feb
NORTHERN JAVELIN	1753E							7-Feb																		23-Feb
NINGBO EXPRESS	1754E							14-Feb																		2-Mar
COSCO EUROPE	057W							5-Jan																		24-Jan
COSCO KACHSIUNG	056W							12-Jan																		31-Jan
CSCCL PUSAN	019W							26-Jan																		14-Feb
COSCO AFRICA	045W							2-Feb																		21-Feb
COSCO BEIJING	068W							9-Feb																		28-Feb
COSCO EUROPE	058W							16-Feb																		7-Mar
COSCO KACHSIUNG	057W							23-Feb																		14-Mar
WAN HAI 612	0022W							2-Jan																		17-Jan
WAN HAI 611	0025W							9-Jan																		24-Jan
KOTA CEPAT	0029W							16-Jan																		31-Jan
WAN HAI 613	0023W							23-Jan																		7-Feb
WAN HAI 517	0034W							30-Jan																		14-Feb
KOTA CEMPAKA	0033W							6-Feb																		21-Feb
WAN HAI 612	0023W							13-Feb																		28-Feb
SIMA GENESIS	020S													3-Jan												6-Jan
NORTHERN DEPENDANT	030S													10-Jan												13-Jan
SIMA GENESIS	021S													17-Jan												20-Jan
NORTHERN DEPENDANT	031S													24-Jan												27-Jan
SIMA GENESIS	022S													31-Jan												3-Feb
NORTHERN DEPENDANT	032S													7-Feb												10-Feb

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.



# INBOUND

DUBAI

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	CHENNAI	DELHI	GENOA	GUANGZHOU	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	QINGDAO	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XIAMEN	XINGANG	JEBEL ALI		
SIMA GENESS	023S											14-Feb														17-Feb	
HYUNDAI HOPE	022W												3-Jan														19-Jan
HYUNDAI VICTORY	021W												10-Jan														26-Jan
HYUNDAI DREAM	022W												17-Jan														2-Feb
HYUNDAI HONOUR	006W												24-Jan														9-Feb
HYUNDAI RESPECT	006W												31-Jan														16-Feb
HYUNDAI DRIVE	020W												7-Feb														23-Feb
HYUNDAI PRIDE	020W												14-Feb														2-Mar
SAFMARINE KURAMO	1803													1-Jan													2-Jan
SAFMARINE KURAMO	1805													8-Jan													9-Jan
SAFMARINE KURAMO	1807													15-Jan													16-Jan
SAFMARINE KURAMO	1809													22-Jan													23-Jan
SAFMARINE KURAMO	1811													29-Jan													30-Jan
SAFMARINE KURAMO	1813													5-Feb													6-Feb
SAFMARINE KURAMO	1815													12-Feb													13-Feb
NORTHERN GENERAL	C48														3-Jan												8-Jan
NORTHERN PRELUDE	C65														10-Jan												15-Jan
NORTHERN GENERAL	C49														17-Jan												22-Jan
NORTHERN PRELUDE	C66														24-Jan												29-Jan
NORTHERN GENERAL	C60														31-Jan												5-Feb
NORTHERN PRELUDE	C67														7-Feb												12-Feb
NORTHERN GENERAL	C61														14-Feb												19-Feb
MAERSK PITTSBURGH	1801															6-Jan											3-Feb
MAERSK ATLANTA	1803															13-Jan											10-Feb
NORTHERN MAGNUM	1803															20-Jan											17-Feb
MAERSK HARIFORD	1803															27-Jan											24-Feb
MAERSK KENSINGTON	1803															3-Feb											3-Mar
MAERSK DENVER	1803															10-Feb											10-Mar
MAERSK MEMPHIS	1803															17-Feb											17-Mar
WAN HAI 611	0025W																05-Jan										24-Jan
KOTA CEPAT	0029W																12-Jan										31-Jan
WAN HAI 613	0023W																19-Jan										7-Feb
WAN HAI 517	0034W																26-Jan										14-Feb
KOTA CEMPAKA	0033W																02-Feb										21-Feb
WAN HAI 612	0023W																09-Feb										28-Feb
BASLE EXPRESS	022W																5-Jan										25-Jan
LUDWIGSHAFEN EXPRESS	018W																12-Jan										1-Feb
AL QIBLA	005W																19-Jan										8-Feb
HAMBURG EXPRESS	027W																2-Feb										22-Feb
CAPE ARTEMISIO	006W																9-Feb										1-Mar
AIN SVAN	006W																16-Feb										8-Mar
UMM QARN	003E																	7-Jan									24-Jan
MOL TRUST	003E																		7-Jan								31-Jan
MOL TRADITION	002E																		21-Jan								7-Feb
AL NEFUD	003E																		28-Jan								14-Feb
BARZAN	003E																		4-Feb								21-Feb
MOL TRIUMPH	004E																		11-Feb								28-Feb
WAN HAI 611	025W																			4-Jan							24-Jan
KOTA CEPAT	029W																			11-Jan							31-Jan
WAN HAI 613	023W																			18-Jan							7-Feb
WAN HAI 517	034W																			25-Jan							14-Feb
KOTA CEMPAKA	033W																			1-Feb							21-Feb
WAN HAI 612	023W																			8-Feb							28-Feb
BASLE EXPRESS	022W																				3-Jan						11-Jan
AIHOS	001W																			10-Jan							18-Jan
AIN SVAN	005W																			17-Jan							25-Jan
UNAVZAH	004W																			24-Jan							1-Feb
SHANGHAI EXPRESS	022W																			31-Jan							8-Feb
AL QIBLA	005W																			7-Feb							15-Feb
ALULA	004W																			14-Feb							22-Feb
SAN FRANCISCA	752E																						1-Jan				22-Jan
TEMPANOS	801E																						8-Jan				29-Jan
TUCAPEL	802E																						15-Jan				5-Feb
CCNI ARAUICO	803E																						22-Jan				12-Feb
TENO	804E																						29-Jan				19-Feb
CMA CGM AMAZON	805E																						5-Feb				26-Feb
TORRENTE	806E																						12-Feb				5-Mar
APL SALALAH	259																						7-Jan				23-Jan
APL LE HAIRE	261																						21-Jan				8-Feb
APL JAPAN	011																						28-Feb				13-Feb
CMA CGM LYRA	285																						4-Feb				20-Feb
APL DUBLIN	267																						11-Feb				28-Feb
COSCO BEIJING	049																										28-Feb
APL LE HAIRE	261GEW																										04-Jan
CMA CGM AGUILA	265GEW																										30-Jan
APL DUBLIN	267GEW																										18-Jan
APL PARIS	269GEW																										13-Feb
APL BARCELONA	271GEW																										20-Feb
APL SALALAH	273GEW																										01-Feb
																											27-Feb
																											08-Feb
																											6-Mar
																											13-Mar

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE.

# OUTBOUND

DUBAI

VESSEL	VOY	JEBEL ALI	ABU DHABI	ALEXANDRIA	AOABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	FELIXSTOWE	HAMBURG	JEDDAH	KARACHI	KUWAIT	MALE	MOMBASA	SOHAR	NEW YORK	NHAVA SHEVA	RIYADH	ROTTERDAM	UMM QASR	SINGAPORE		
EXPRESS ZUES	OO20	2-Jan	03-Jan																									
X-PRESS EUHRATES	O140	06-Jan	07-Jan																									
EXPRESS ZUES	OO21	9-Jan	10-Jan																									
X-PRESS EUHRATES	O141	13-Jan	14-Jan																									
EXPRESS ZUES	OO22	16-Jan	17-Jan																									
X-PRESS EUHRATES	O142	20-Jan	21-Jan																									
EXPRESS ZUES	OO23	23-Jan	24-Jan																									
X-PRESS EUHRATES	O143	27-Jan	28-Jan																									
EXPRESS ZUES	OO24	30-Jan	31-Jan																									
X-PRESS EUHRATES	O144	3-Feb	04-Feb																									
EXPRESS ZUES	OO25	6-Feb	07-Feb																									
MAERSK KAMPALA	1802	01-Jan		17-Jan																								
MAERSK KALMAR	1802	08-Jan		24-Jan																								
MAERSK KIHIRA	1802	15-Jan		31-Jan																								
MAERSK KLAIPEDA	1802	22-Jan		7-Feb																								
MAERSK KIMI	1804	29-Jan		14-Feb																								
MAERSK KYRENIA	1804	05-Feb		21-Feb																								
MAERSK KARACHI	1804	12-Feb		28-Feb																								
MAERSK SEMBAWANG	1802	6-Jan			27-Jan																							
SEROJA TIGA	1802	13-Jan			27-Jan																							
MAERSK SEBAROK	1802	20-Jan			10-Feb																							
SEROJA EMPAT	1804	27-Jan			10-Feb																							
MAERSK SERANGOON	1804	3-Feb			24-Feb																							
GUNHILDE MAERSK	1804	10-Feb			24-Feb																							
MAERSK SENANG	1804	17-Feb			10-Mar																							
OEL JUMEIRAH	OO20	03-Jan				04-Jan																						
EXPRESS EUHRATES	O131	06-Jan				07-Jan																						
OEL JUMEIRAH	OO21	10-Jan				11-Jan																						
EXPRESS EUHRATES	O132	13-Jan				14-Jan																						
OEL JUMEIRAH	OO22	17-Jan				18-Jan																						
EXPRESS EUHRATES	O133	20-Jan				21-Jan																						
OEL JUMEIRAH	OO23	24-Jan				25-Jan																						
EXPRESS EUHRATES	O134	27-Jan				28-Jan																						
OEL JUMEIRAH	OO24	31-Jan				01-Feb																						
EXPRESS EUHRATES	O135	03-Feb				04-Feb																						
OEL JUMEIRAH	OO25	07-Feb				08-Feb																						
EXPRESS EUHRATES	O136	10-Feb				11-Feb																						
OEL JUMEIRAH	OO26	14-Feb				15-Feb																						
MESSINI	061E	01-Jan					12-Jan																					
SIMA BRIZO	004E	08-Jan					19-Jan																					
XIAMEN	004E	15-Jan					26-Jan																					
NAVICOS VERDE	006E	22-Jan					02-Feb																					
MESSINI	062E	29-Jan					09-Feb																					
SIMA BRIZO	005E	05-Feb					16-Feb																					
XIAMEN	005E	12-Feb					23-Feb																					
MESSINI	061E	1-Jan					7-Jan																					
SIMA BRIZO	004E	8-Jan					14-Jan																					
XIAMEN	004E	15-Jan					21-Jan																					
NAVICOS VERDE	060E	22-Jan					28-Jan																					
MESSINI	062E	29-Jan					4-Feb																					
SIMA BRIZO	005E	5-Feb					11-Feb																					
XIAMEN	005E	12-Feb					18-Feb																					
MESSINI	061E	1-Jan						09-Jan																				
SIMA BRIZO	004E	8-Jan						16-Jan																				
XIAMEN	004E	15-Jan						23-Jan																				
NAVICOS VERDE	006E	22-Jan						30-Jan																				
MESSINI	062E	29-Jan						06-Feb																				
SIMA BRIZO	005E	5-Feb						13-Feb																				
XIAMEN	005E	12-Feb						20-Feb																				
COSCO SINGAPORE	118E	3-Jan							6-Jan																			
SEASPAN GANGES	E006	7-Jan							10-Jan																			
LIASC YAS	1748E	10-Jan							13-Jan																			
BASSLE EXPRESS	E022	14-Jan							17-Jan																			
CMA CGM BERLIOZ	2108E	17-Jan							20-Jan																			
ATHOS	E001	21-Jan							24-Jan																			
XIN YAN TAI	181E	24-Jan							27-Jan																			
AIN SNANI	E005	28-Jan							31-Jan																			
MAYSSAN	1751E	31-Jan							3-Feb																			
SEASPAN GANGES	E023	4-Feb							7-Feb																			
AMOLJANA	1752E	7-Feb							10-Feb																			
NICOLINE MAERSK	1721	28-Dec									09-Jan																	
NAVICOS VERANO	1708	11-Jan									23-Jan																	
CAPE MAYOR	1707	17-Jan									29-Jan																	
SAFMARINE NYASSA	1723	25-Jan									06-Feb																	
NICOLINE MAERSK	1723	01-Feb									13-Feb																	
NAVICOS VERANO	1710	15-Feb									27-Feb																	
CAPE MAYOR	1709	20-Feb									04-Mar																	

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

# OUTBOUND

DUBAI

VESSEL	VOY	JEBEL ALI	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	FELIXSTOWE	HAMBURG	JEDDAH	KARACHI	KUWAIT	MALE	MOMBASA	SOPAR	NEW YORK	NHAVA SHEVA	RIYADH	ROTTERDAM	UMM QASR	SINGAPORE
GROUSE HUNTER	0026	04-Jan										14-Jan														
NORTHERN PRACTICE	049	11-Jan										21-Jan														
GROUSE HUNTER	0027	18-Jan										28-Jan														
NORTHERN PRACTICE	050	25-Jan										04-Feb														
GROUSE HUNTER	0028	01-Feb										11-Feb														
NORTHERN PRACTICE	051	08-Feb										18-Feb														
GROUSE HUNTER	0029	15-Feb										25-Feb														
MAERSK SALTORO	1802	31-Dec											26-Jan													
MAERSK STADELHORN	1802	7-Jan											2-Feb													
MAERSK GUATEMALA	1802	14-Jan											9-Feb													
MAERSK GIBALTAR	1802	21-Jan											16-Feb													
MAERSK GUAYAGUIL	1802	28-Jan											23-Feb													
MAERSK GENOA	1802	4-Feb											2-Mar													
MAERSK SARAT	1804	11-Feb											9-Mar													
MAERSK SALTORO	1802	31-Dec												03-Feb												
MAERSK STADELHORN	1802	7-Jan											10-Feb													
MAERSK GUATEMALA	1802	14-Jan											17-Feb													
MAERSK GIBALTAR	1802	21-Jan											24-Feb													
MAERSK GUAYAGUIL	1802	28-Jan											03-Mar													
MAERSK GENOA	1802	4-Feb											10-Mar													
MAERSK SARAT	1804	11-Feb											17-Mar													
CMA CGM AMAZON	151EPW	2-Jan												16-Jan												
TORRENTE	153EPW	9-Jan												23-Jan												
SAN FELIX	155EPW	16-Jan												30-Jan												
SAN FRANCISCA	157EPW	23-Jan												6-Feb												
TEMPANOS	159EPW	30-Jan												13-Feb												
TIRUA	1757W	3-Feb												15-Feb												
HOUSTON EXPRESS	1758W	10-Feb												22-Feb												
NORTHERN DEPENDENT	E030	06-Jan													08-Jan											
SIMA GENESIS	E021	12-Jan													15-Jan											
NORTHERN DEPENDENT	E031	19-Jan													22-Jan											
SIMA GENESIS	E022	26-Jan													29-Jan											
NORTHERN DEPENDENT	E032	2-Feb													05-Feb											
SIMA GENESIS	E023	9-Feb													12-Feb											
NORTHERN DEPENDENT	E033	16-Feb													19-Feb											
NORDIC WISMAR	O24	4-Jan														6-Jan										
CAPE MALE	0032	6-Jan														8-Jan										
NORDIC WISMAR	O25	11-Jan														13-Jan										
CAPE MALE	0033	13-Jan														15-Jan										
NORDIC WISMAR	O26	18-Jan														20-Jan										
CAPE MALE	0034	20-Jan														22-Jan										
NORDIC WISMAR	O27	25-Jan														27-Jan										
CAPE MALE	0035	27-Jan														29-Jan										
NORDIC WISMAR	O28	1-Feb														3-Feb										
CAPE MALE	0036	3-Feb														5-Feb										
NORDIC WISMAR	O29	8-Feb														10-Feb										
CAPE MALE	0037	10-Feb														12-Feb										
SIMA BRIZO	004E	8-Jan															21-Jan									
XIAMEN	004E	15-Jan															28-Jan									
NAVICS VERDE	006E	22-Jan														4-Feb										
MESSINI	062E	29-Jan															11-Feb									
SIMA BRIZO	005E	05-Feb															18-Feb									
XIAMEN	005E	12-Feb															25-Feb									
NICOLINE MAERSK	1721	28-Dec																8-Jan								
NAVICS VERANO	1708	11-Jan																22-Jan								
CAPE MAYOR	1707	17-Jan																	5-Feb							
SAFMARINE NYASSA	1723	25-Jan																	5-Feb							
NICOLINE MAERSK	1723	01-Feb																	12-Feb							
NAVICS VERANO	1710	15-Feb																	5-Mar							
CAPE MAYOR	1709	20-Feb																	5-Mar							
NORTHERN GENERAL	O56	2-Jan																			05-Jan					
HEBE	749E	5-Jan																				08-Jan				
NORTHERN GENERAL	O57	9-Jan																					12-Jan			
HEBE	750E	12-Jan																					15-Jan			
NORTHERN GENERAL	O58	16-Jan																						19-Jan		
HEBE	751E	19-Jan																						22-Jan		
NORTHERN GENERAL	O59	23-Jan																						26-Jan		
HEBE	752E	26-Jan																						29-Jan		
NORTHERN GENERAL	O60	30-Jan																							02-Feb	
HEBE	753E	2-Feb																							05-Feb	
NORTHERN GENERAL	O61	6-Feb																							09-Feb	
HEBE	754E	9-Feb																								12-Feb

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

continued...page 20

VESSEL	VOY	JEBEL ALI	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	DOHA	FELIXSTOWE	HAMBURG	JEDDAH	KARACHI	KUWAIT	MOMBASA	SOHAR	NEW YORK	NHAVA SHEVA	RIYADH	ROTTERDAM	UMM QASR	SINGAPORE
NORTHERN GENERAL	O62	13-Feb																		16-Feb						
FRISA AMSTERDAM	O65MTW	05-Jan																			30-Jan					
AS CYPRIA	O67MTW	12-Jan																			06-Feb					
JACK LONDON	O69MTW	19-Jan																			13-Feb					
BUXHANS	O71MTW	25-Jan																			20-Feb					
PUCCINI	O73MTW	02-Feb																			27-Feb					
THORSTAR	O75MTW	09-Feb																			06-Mar					
GROUSE HUNTER	OO26	4-Jan																				10-Jan				
NORTHERN PRACTICE	O49	11-Jan																				17-Jan				
GROUSE HUNTER	OO27	18-Jan																				24-Jan				
NORTHERN PRACTICE	O50	25-Jan																				31-Jan				
GROUSE HUNTER	OO28	01-Feb																				7-Feb				
NORTHERN PRACTICE	O51	08-Feb																				14-Feb				
GROUSE HUNTER	OO29	15-Feb																				21-Feb				
CSCCL PUSAN	O78E	4-Jan																					10-Jan			
CAPE KORTIA	O04E	7-Jan																					14-Jan			
COSCO AFRICA	O44E	11-Jan																					17-Jan			
OOCL SINGAPORE	O18E	14-Jan																					20-Jan			
COSCO BEIJING	O67E	18-Jan																					24-Jan			
COSCO KLIMANJARO	O01E	21-Jan																					27-Jan			
COSCO EUROPE	O57E	25-Jan																					31-Jan			
COSCO KAOSHIUNG	O56E	1-Feb																					7-Feb			
CSCCL NEPTUNE	O41E	4-Feb																					11-Feb			
MAERSK SALTORO	1802	31-Dec																						2-Feb		
MAERSK STADELHORN	1802	7-Jan																					9-Feb			
MAERSK GUATEMALA	1802	14-Jan																					16-Feb			
MAERSK GIBRALTAR	1802	21-Jan																					23-Feb			
MAERSK GUAYAQUIL	1802	28-Jan																					2-Mar			
MAERSK GENOVA	1802	04-Feb																					9-Mar			
MAERSK SARAT	1804	11-Feb																					16-Mar			
DAU	1804	18-Feb																					23-Mar			
NORDSPRING	O26N	06-Jan																						9-Jan		
NORDSPRING	O27N	13-Jan																						16-Jan		
NORDSPRING	O28N	20-Jan																						23-Jan		
NORDSPRING	O29N	27-Jan																						30-Jan		
NORDSPRING	O30N	03-Feb																						6-Feb		
NORDSPRING	O31N	10-Feb																						13-Feb		
NORDSPRING	O32N	17-Feb																						20-Feb		
CSCCL PUSAN	O18	04-Jan																							18-Jan	
HYUNDAI DRIVE	O19E	07-Jan																							22-Jan	
COSCO AFRICA	O44	11-Jan																							25-Jan	
JHYUNDAI PRIDE	O19E	13-Jan																							29-Jan	
COSCO BEIJING	O68	18-Jan																							1-Feb	
HYUNDAI HOPE	O22E	20-Jan																							5-Feb	
COSCO EUROPE	57	25-Jan																							8-Feb	
HYUNDAI VICTORY	O21E	27-Jan																							12-Feb	
COSCO KAOSHIUNG	O56	01-Feb																							15-Feb	
HYUNDAI DREAM	O22E	03-Feb																							19-Feb	
CSCCL PUSAN	O19	08-Feb																							20-Feb	



## QUOTABLE QUOTES

*Be at war with your vices, at peace with your neighbors, and let every new year find you a better man*

- Benjamin Franklin

*Try not to become a man of success, but rather try to become a man of value*

- Albert Einstein

*First they ignore you, then they laugh at you, then they fight you, then you win*

- Mahatma Gandhi

*Whenever you find yourself on the side of the majority, it is time to pause and reflect*

- Mark Twain

*Character is like a tree and reputation like a shadow. The shadow is what we think of it; the tree is the real thing*

- Abraham Lincoln

*The whole problem with the world is that fools and fanatics are always so certain of themselves, and wiser people so full of doubts*

- Bertrand Russell

## Sohar Port wins world's Best Dry Bulk Port Award



Sohar Port and Freezone has won the world's 'Best Dry Bulk Port Award' at IBJ Awards ceremony which took place recently in Amsterdam, Netherlands.

The International Bulk Journal (IBJ) welcomed international industry leaders to Amsterdam's former Stock Exchange

building in the heart of the city for a glittering ceremony. Executive commercial manager Robert Bartstra received the world's 'Best Dry Bulk Port Award' on behalf of Sohar Port and Freezone, according to a press release.

This year's award was sponsored by TBA Group, a leading international port planning and port operations consultancy. Other shortlisted finalists for 'Best Dry Bulk Port' included Aurecon, Australia, for QPMC in Qatar; Essar Ports, India; HAROPA, France; and Jurong Ports, Singapore.

Sohar Port is equipped with deep-water jetties capable of handling the Valemax class of very large ore carriers, which at 400,000 tons capacity are among the world's largest ships. The Omani port experienced exceptionally strong growth in dry bulk cargo throughput of 24 per cent in the first six months of 2017 compared to the same period last year and Sohar Port now ranks as the largest bulk port in the Middle East and South Asia.

(Source: online news sites)

## Richard Branson made Hyperloop One chairman

Sir Richard Branson has been named as the chairman of the re-branded Virgin Hyperloop One, while DP World has committed a further US \$25-million to the project during another round of funding.

In a statement, Virgin Hyperloop One said it had raised an additional \$50 million ahead of a Series C round of funding with investments from Caspian Venture Capital and DP World.

"I am excited by the latest developments at Virgin Hyperloop One and delighted to be its new chairman,"

said Branson, founder of the Virgin Group and chairman of Virgin Hyperloop One.

"The recent investment by our partners Caspian Venture Capital and DP World sets up the company to pursue opportunities in key markets in the Middle East, Europe, and Russia as it develops game-changing and innovative passenger and cargo ground transport systems," he added.

Josh Giegel, co-founder and chief technology officer, Virgin Hyperloop One, said the company was now examining the next phase of its evolution. "With a new

chairman on-board, new funding and new records that prove that our technology is at a further state of readiness, we are poised for the next phase of evolution – commercialisation," he said.

Virgin Hyperloop One is a start-up trying to develop a futuristic, tube-based transportation system. While there are plans to build a line between Dubai and Abu Dhabi, cutting down the transport time between the two cities to just a few minutes, DP World is also interested in its freight hauling potential.

(Source: online news sites)



Jokes  
Cafe

## How to Quit Smoking

*Peter, at a New Year's party, turns to his friend, Ken, and asks for a cigarette.*

*'I thought you made a New Year's resolution to quit smoking,' Ken responds.*

*'I'm in the process of quitting,' replies Peter with a grin. 'Right now, I am in the middle of phase one.'*

*'Phase one?' wonders Ken.*

*'Yeah,' laughs Peter, 'I've quit buying.'*

<b>T S Kaladharan</b>	Chairman
<b>Anil Kumar</b>	Director - Finance & Admin
<b>Raj George</b>	Senior V P - Projects, Oil & Energy
<b>Ahmed Al Rais</b>	Senior V P - Airfreight
<b>Arjun Bose</b>	Director - CSS Abu Dhabi, Qatar, Oman, Sharjah

<b>Chandrakala (CK)</b>	Director - Operations, Ocean Freight
<b>Dr. Britto Satheesh</b>	Director - CSS Saudi Arabia
<b>Sreenath V</b>	V P - Operations & Projects
<b>Siby C Kurian</b>	V P - Sales & Marketing
<b>Ajay Krishnan</b>	V P - Freight forwarding & Pricing

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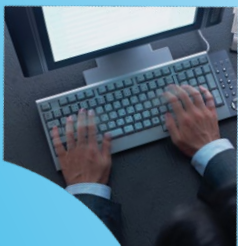
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