

LIGHTHOUSE

**BREKBUK EUROPE
BRINGS THE WORLD OF
SHIPPERS TOGETHER**

**CSS ATTENDS THE 6TH
ANNUAL PROJECT LOGISTICS
ALLIANCE MEET IN BANGKOK**



JULY - AUGUST 2023

BI-MONTHLY PUBLICATION OF CSS GROUP

LCL IMPORT FROM GREECE TO JEBEL ALI

Greece



Jebel Ali



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T S KALADHARAN

Chairman's Message

A few weeks back, all of us rejoiced together when the four indigenous group members were rescued from the deep Amazonian jungles of Colombia. Their ordeal, which started on May 1, 2023, lasted for 40 days after their plane crashed and the passing away of their mother.

Prayers arose from every corner as the missing children aged from 11 months to 13 years, captured headlines in almost every newspaper across the globe. It took a team of over 130 special force commandos, accompanied by highly skilled indigenous guides to undertake the challenging mission to locate the missing children.

The area they were found in, situated deep within the Colombian jungle, is renowned for its remoteness and inhospitable conditions. The region teems with dangerous wildlife such as jaguars, anacondas, and venomous insects. Additionally, torrential rains persist for more than 15 hours a day, and the dense vegetation often limits visibility to a mere 10 meters.

Upon locating the group, President Gustavo Petro described the day as "magical" and praised the children for their remarkable feat of survival, which he believed would be etched in history. The children belong to the Huitoto indigenous group. Their mother Magdalena Mucutuy often brought her children to the forest where they likely learned the skills that allowed them to survive until rescuers came.

What can we learn from this incredible story of overcoming the odds?

These are the four things I learn from their extraordinary feat of resilience.

1. Be A Leader Even If You Do Not Have a Title

The oldest child, Lesly was only 13 years old but she became a mother to her siblings. Despite any real training in leadership, she rose up in the face of adversity and took charge of the situation. Leadership is not about having a title or position; it's about having the ability to encourage and persuade others to overcome the difficulties to achieve a common goal.

2. Teamwork Wins the Day

Lesly could not have survived the jungle without her siblings' cooperation and trust. Together, they found food and water, built huts to shelter themselves against the elements. In our work places, there is absolutely nothing that cannot be achieved with teamwork. One person cannot do everything and every person in the team is a valuable member.

3. Ability to Face the Odds

The four little children would surely have faced hunger, thirst and looked at the face of fear. However, they battled the odds as they never gave up. They kept persisting diligently till they were found. We face many a challenges at work, but if we hold on, we will triumph over them and achieve our goals.

4. A Spirit of Resilience

The four children would have faced immense challenges during the 40 days in the deep forests. Lesly showed outstanding abilities by thinking on her feet and identifying the available options. She devised amazing methodologies to stay alive and keep her siblings fed. She used her innate knowledge and indigenous wisdom to find plants, fruits and seeds to provide sustenance. The children were resourceful and above all they were adaptable in that hostile environment.

I believe that these qualities will enable each of us to be exceptional leaders in our sphere of influence.

This incredible survival story inspires us to face the most difficult situations, it inspires to survive and thrive.

I leave you with a quote by Nelson Mandela to ponder over.

"Do not judge me by my success, judge me by how many times I fell down and got back up again."



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BREKKBULK EUROPE BRINGS THE WORLD OF SHIPPERS TOGETHER

Breakbulk Europe has once again brought the world of shipping together by hosting the prestigious Breakbulk event of 2023. This year, the Breakbulk event was held in Rotterdam Ahoy, Netherlands, between 6th to 8th June 2023. A total of 10,445 attendees attended the event, making it the highest number of participants to have ever attended a Breakbulk event. A total of 4,663 companies took part in the event, of which 444 were network members and 534 were exhibitors. It is no surprise that a whopping 94% of participants have already rebooked for the 2024 Breakbulk event to be held between 21st to 23rd May 2023.



The Participants at Breakbulk Europe

Netherlands, Germany and Belgium were the top three countries with the highest number of attendees at the event. Countries like China, India, Turkey, UAE, Brazil, Belgium and Singapore also had an exceedingly high number of participants. Companies from different sectors like Freight Forwarder, Maritime Transport, Ports and Terminals, Cargo Owner, Road Transport Services, Industry-Related Service Provider, Equipment Providers, IT Products and Services and Air Transport came together at the Breakbulk event.

Two gargantuan exhibition halls in Ahoy hosted a total of 534 exhibitors from across the Breakbulk supply chain, while the Breakbulk Global Shipper Network, a worldwide network of shippers involved in the engineering, manufacturing and production of industrial projects and cargo, also posted a record high number of participants, with a total of 444 of its members attending the event. This was double the number of participants that came to last year's Breakbulk event (2022).

The Events at Breakbulk Europe

The event was a gateway for everyone to meet the biggest decision-makers, the Shippers. A total of 642 Shippers attended Breakbulk Europe event. It was indeed exciting for the CSS team to meet some of the world's biggest shippers. The networking went beyond the exhibition floor. At Breakbulk Boulevard, 1400 guests met and collaborated with each other. At the special women in Breakbulk breakfast, over 150 women attended. The session at the Breakbulk breakfast was truly inspiring. An exclusive Rotterdam boat tour was also organized for 250 guests.

At the Breakbulk Futures Zone, products and services from leading industry innovators were showcased. Innovation and technology played a key role in the building of these products and services.

The events at Breakbulk Europe were all geared towards learning. While there were 14 main stage sessions with over 52 speakers sharing their expertise, there were also Breakbulk futures, where 13 speakers delivered power-packed sessions. Next, there were chartering workshops, mentored by the institute of chartered shipbrokers. Finally, an Education Day was organized, wherein 191 students participated and learnt from the best in the industry.



Everything that took place at Breakbulk was filmed and created into YouTube videos, so that the knowledge sharing at Breakbulk can reach the rest of the world. All the videos can be viewed at the official Breakbulk channel.

Consolidated Shipping Services (CSS) at Breakbulk

CSS has been a proud participant of the Breakbulk event for the past several years. This year too, CSS attended the Breakbulk event. Ms. Chandrakala (COO), Mr. Renjith and Mr. Santanu led CSS, Dubai. Mr. Himanshu from CSS, India and Mr. Kemal from CSS, Turkey also facilitated the Breakbulk event with their presence.

At CSS, the project team has well-versed and experienced personnel with in-depth knowledge of the shipping domain. Adeptly skilled at handling breakbulk and project cargo, we have been able to tap into several opportunities from across the Middle East and Indian region. The exhibition has further cemented the team's prowess with several prospects in the pipeline. The CSS team will also leverage the learnings and key takeaways from the Breakbulk event to forge new ideas and innovations in handling future projects.

A strong network is the cornerstone for any business. The Breakbulk event was once such building block. CSS was happy to be a part of this prestigious event as the Breakbulk exhibition presented CSS with an opportunity to forge strategic alliances and network with other companies across the globe. Furthermore, the event provided a platform for discussing the newest developments and available technology in seamlessly handling breakbulk and project cargo.

The CSS team that attended the event at Breakbulk is skilled and experienced, with detailed knowledge in this domain. Since CSS has been skilled at expertly handling breakbulk and project cargo, the team has been able to avail several business opportunities across the Middle East, Mediterranean and Indian region. Attending the Breakbulk event has further strengthened the CSS team's capabilities with upcoming projects.



Being a participant at the Breakbulk event has been memorable and enjoyable for the team at CSS. The CSS team has leveraged the knowledge shared at the event to develop new ideas and create winning innovations in handling future breakbulk and cargo projects. The CSS team looks forward to next year's Breakbulk event.

CSS ATTENDS SCLG'S ANNUAL INDUSTRY NETWORKING AND DINNER



Every year, SCLG, an acclaimed organizational group, holds a prestigious annual networking event for enterprises to learn from and grow from each other. This year, SCLG hosted their event on May 17th 2023, at the prominent Shangri-La Hotel on Sheikh Zayed Road, Dubai. The event commenced at 6.00 p.m and ended at 9:30 p.m.

CSS felt honoured to receive the invitation to take part in the event and was represented by Ms. Sheethu, Mr. Anees and Mr. Rehan.

The agenda of the event

The event commenced at 7.00 p.m, with an introductory meeting between the CSS team and the organizers of the SCLG team.

The event went forward as follows:

@7:30 p.m Welcome address by SCLG.

@7:40 p.m to 8.30 p.m had the central part of the event: presentations and talks by various speakers.

@8:35 p.m to 9:00 p.m, Mr. Shashi Shekhar, the Group Chairman of SCLG, stepped onto the podium to address the attendees with some thought-provoking words.

@9:00 p.m to 9.30 p.m, There was an industry networking opportunity, and the event came to an end with a group photo.

Various speakers from different walks of life provided the following presentations and talks at the venue.

Effective leadership during crises

Mr. Waqi Munim, the founder and CEO of Courageous Minds, initiated the first presentation at the event.

Mr. Waqi Munim spoke about the true mark of a leader, which is courage. He went on to explain how leaders have to be willing to expand their frame of thinking. Only then they will be able to adapt and lead their team in the current market situation. Mr. Waqi Munim spoke from his experience leading and building up his enterprise. He was able to share valuable tips on how to lead in stressful situations that are likely to arise within any enterprise.

Finally, he provided insights on how leaders can effectively master change management and bring the results to their company.

Strategies for evaluating risks and mitigation

Ms. Nissrine Elquobai, the co-founder of Eny Consulting, gave the next presentation at the event. She spoke about how leaders can evaluate their risks and develop effective mitigation strategies. Ms. Nissrine Elquobai began her presentation by discussing the element of risk that every enterprise has to encounter. She then gave valuable tips on mitigating risk during new beginnings, outsourcing work for better efficiency, learning about new products, and choosing new processes.

A helpful formula on how to embrace risk was shared, much to the delight of everyone. The formula was simple. Risk = Unknown / Bringing in strategies = Known. Although the risk is unknown, with the help of known strategy, the risks can be mitigated. From seamlessly managing risks within the supply chain to ensuring smooth operational performance from start to finish, Ms. Nissrine Elquobai shared in-depth strategies on how risks within an organization can be evaluated and strategically evaluated.

Demands for future leaders

Mr. Kenneth Nymann-Buus, the Vice President for Supply Chain Domain at Prime Transformation Consulting, was the next to talk about the demands that future leaders face. This was a much-needed topic of discussion, as most of the attendees were from Generation Z, including the representatives from CSS. Generation Z has indeed started a new trend of not working harder but smarter through technology and tools. Leaders from Gen Z would prefer to work from home or only four days a week, as they crave a better work-life balance.



Mr. Kenneth Nymann-Buus started presenting what the current generation needed for an effective working environment. He touched on all the latest trending topics like innovation, coaching, collaborations, and cognitive flexibility. Detailed explanations were provided on how emotional intelligence is needed for leaders and how strategic thinking is a must-have requisite for management. He ended the presentation by discussing how future leaders will need to connect with their employees for a more efficient and safer workplace.

Technology as an enabler in a sustainable supply chain

Mr. Rishikesh Trivedi, Go Green's founder and market acceleration specialist shared thoughts on how technology can be used to make businesses more sustainable. Mr. Trivedi spoke about how practical steps can be taken to minimize one's carbon footprint on the planet. He further explained how, with the aid of technology, everyone in the workplace could strive to become more sustainable.

Businesses can reduce their carbon footprint using technology and ensure a cleaner, better, and more sustainable environment in the future. All the attendees at the SCLG event pledged to become more sustainable, reduce their carbon footprint, and strive towards saving the planet.

Unleashing one's potential

Mr. Ahmed Khaled, the founder and CEO of Unleash and a global supply chain consultant at Unilever, did the final presentation of the evening.

Mr. Ahmed Khaled's talk had everyone cheering for him as he shared his own life story. Mr. Ahmed spoke about how he quit his 9 to 5 job after a LinkedIn post gave him social visibility. This was his cue to unleash his potential. Today, he is an accomplished author, a public motivational speaker, and a podcast host with celebrity status. He said the key to unlocking each person's potential could be found in a simple principle: to love what you do.

Finding something that lights up your soul and fills your heart with joy can open an unending reservoir of energy and determination. This can make anyone unstoppable. He ended his enlightening presentation by explaining how passion alone will not get you where you need to be. Along with passion, one also requires perseverance, dedication, and a willingness to accept change. With this in place, everyone will be equipped with the power to change lives.

And The takeaway

The SCLG's annual industry networking and dinner ended pleasantly with a group photo. All the attendees, including the representatives from CSS, were enlightened on various critical topics, from how to be an effective leader in a crisis to coming up with strategies to evaluate risk, using technology to reduce one's carbon footprint, facing the demands of a leader in the future, and understanding how to unleash one's potential and become unstoppable.

AI TECHNOLOGY TRENDS TRANSFORMING SUPPLY CHAIN OPERATIONS



Over the past decade, the impact of artificial intelligence (AI) on supply chain operations has been significant. AI has become an integral part of modern supply chains with the ability to enhance efficiency, reduce costs, and improve customer satisfaction. However, successful implementation requires targeted use cases, focused on critical business workflows, and robust data ingestion systems to ensure data quality and integrity.

Inventory Optimization and Shortage Management

AI has made significant strides in identifying and prioritizing activities related to inventory optimization and shortage management. AI enhances supply chain resilience and responsiveness by linking these activities to automated workflows. These advanced technologies break down decision-making silos between production planners, material buyers, and suppliers, promoting better collaboration and automating decisions based on accurate predictions. AI simplifies tasks for individuals working on the ground, resulting in successful applications such as automated inventory actions and confidence scoring.

Leveraging AI for Enhanced Inventory Optimization

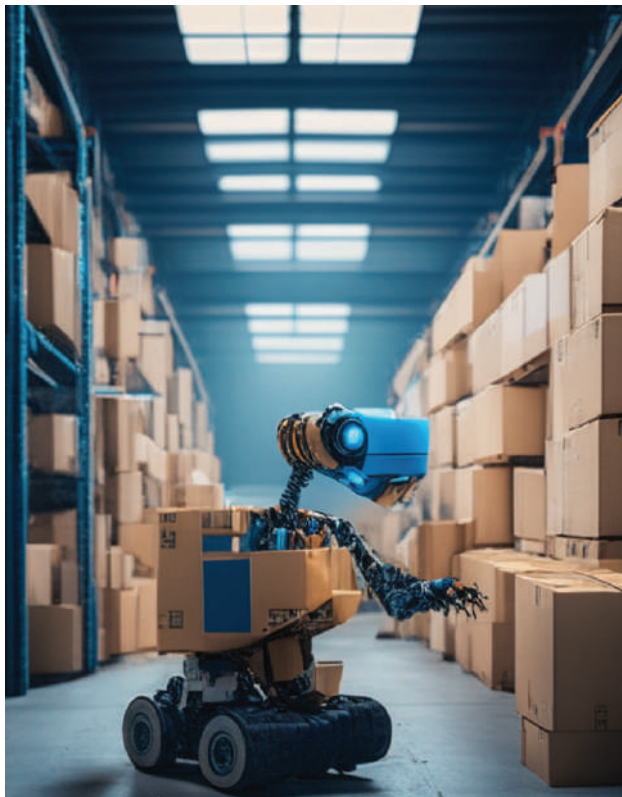
Achieving optimal inventory management is a crucial goal for supply chain operations, and artificial intelligence (AI) plays a significant role in this endeavour. By establishing efficient order policies and determining target inventory sizing levels, AI enables the automatic prioritization of actions that reduce excess inventory while ensuring maximum production readiness. Several parameters, including lead time, order quantity, demand, procurement policy, and safety stock, guide the purchasing process.

Utilizing a "plan for every part" (PFEP) analytical approach, AI leverages historical data, future demand projections, and supplier performance to establish optimal inventory levels. Organizations can gain insights from past inventory shortages or overages by conducting statistical analyses of safety stock. This data-driven approach, combined with machine learning techniques, empowers AI to optimize inventory sizing in ways that surpass the capabilities of traditional tools and spreadsheets.

Unleashing the Power of AI: Confidence Scoring and Smart Recommendations

In supply chain operations, confidence scoring has emerged as a vital tool that evaluates procurement actions based on supplier on-time delivery, lead times, past recommendations, and other critical performance data. By assessing the probability of success for each action, confidence scoring enables teams to cut through the noise and prioritize critical actions with the greatest potential to improve operational performance.

AI has proven to be exceptionally successful in supply chains, particularly when it comes to generating intelligent recommendations. For instance, it can optimize working capital and accurately predict future shortages, driving positive outcomes in working capital management and on-time delivery performance within manufacturing. While existing enterprise systems focus on transactional handling and retrospective analysis, AI predicts future challenges and prescribes specific actions. By relieving individuals of decision-making burdens, AI allows them to dedicate their attention to more intricate issues requiring direct intervention. When AI recommendations are combined with machine learning-based confidence scoring, the path to automation becomes clear, yielding high success rates.

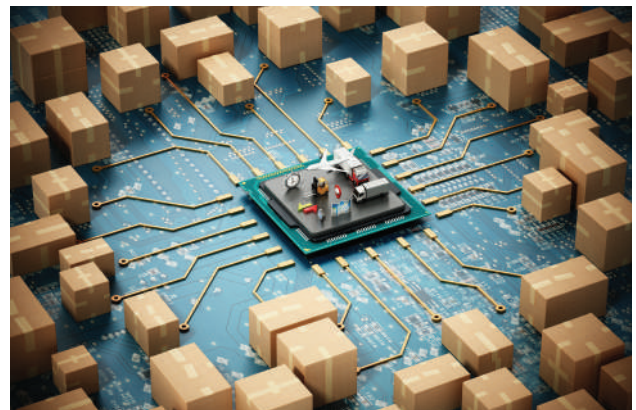


Quality Data: A Crucial Predictor of Success in Supply Chains

In the dynamic landscape of supply chain operations, the role of quality data cannot be understated. Leveraging big data and cloud computing technologies, companies can swiftly integrate with existing enterprise systems and process vast amounts of data efficiently. This empowers them to perform more accurate and sophisticated predictive, prescriptive, and collaborative analytics, leading to improved decision-making and waste reduction within the supply chain.

Building a Foundation of Trustworthy Data for Future Success

Manufacturing companies striving for better planning require comprehensive, structured data to make critical procurement decisions. AI, fueled by substantial historical data, aids in developing an understanding of future patterns, a foundational aspect often overlooked. By relying on trustworthy data accumulated over extended periods, organizations gain valuable insights into past performance and can predict actions that will drive future improvements.



AI Transforming the Supply Chain Landscape

With the exponential growth of complexity in the supply chain industry, decision-making and data management have become more rapid. AI technology emerges as a transformative force, enhancing operational efficiency, cost reduction, and customer satisfaction. Manufacturers are now focused on automating the 60% to 70% of work under predictive and prescriptive categories, harnessing the potential of advanced analytics, machine learning, and purpose-built workflows. Embracing these technologies, supply chain leaders can secure a competitive advantage and position themselves for success in the rapidly evolving industry.

FLEXPORT EXPANDS E-COMMERCE FULFILLMENT OPERATIONS THROUGH ACQUISITION

Flexport, a digital-focused freight-forwarding company, is set to rival Amazon in the fulfillment services sector after purchasing Shopify's logistics business. The acquisition includes the Deliverr technology platform and numerous warehouses and sorting centers. With this move, Flexport aims to target retailers more directly and establish itself as a key player in fulfilling online orders for merchants.

Flexport On Expansion Mode

The transaction positions Flexport as a potential competitor to Amazon, which currently dominates the fulfillment services market. Flexport's CEO, Dave Clark, previously served as an executive at Amazon and played a pivotal role in expanding the company's logistics network.

On the other hand, Shopify is shifting its focus away from building its logistics operation. The sale of Deliverr and warehouse robotics company 6 River Systems to U.K.-based online grocer Ocado signifies Shopify's strategic decision to exit the logistics sector.

Partnering with Flexport allows merchants to handle imports and last-mile delivery seamlessly through a single platform. Additionally, they can fulfill orders directly from their websites and physical stores.

The acquisition of Shopify's logistics business by Flexport aligns with the company's vision of providing end-to-end logistics solutions for e-commerce merchants. By integrating Deliverr's technology platform and leveraging its extensive network of warehouses and sorting centers, Flexport aims to streamline and optimize the fulfillment process for its customers.

The move highlights the growing importance of e-commerce fulfillment in the rapidly evolving retail landscape. As more consumers turn to online shopping, merchants must ensure efficient and reliable order fulfillment to meet customer expectations. Flexport's acquisition of Shopify's logistics business positions the company as a significant player in this space, offering merchants a comprehensive solution for managing their supply chain from importation to last-mile delivery.



A win-win for online retailers

With Dave Clark's expertise and experience from his tenure at Amazon, Flexport is well-positioned to leverage its logistics service and provide merchants with innovative and competitive solutions. The integration of import handling, last-mile delivery, and website/store fulfillment through a single platform simplifies logistics management for merchants, potentially enhancing their operational efficiency and customer satisfaction.

Flexport's acquisition of Shopify's logistics business strengthens its position as a formidable contender in the e-commerce fulfillment industry. By combining their technological capabilities and expanding their network of warehouses, Flexport aims to offer merchants a comprehensive solution that rivals Amazon's fulfillment services. This strategic move underscores the growing significance of efficient and streamlined logistics operations in the e-commerce sector.

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ARE SYSTEMS AND PROCEDURES BENEFICIAL FOR A BUSINESS ORGANIZATION?

By Mr. Ajith Menon & Dr. Britto Satheesh

An organization with its foundation of a business unit, business function, teams, and its individuals look forward to growing and thriving through the endeavours they are engaged in daily. The term growth is a necessity for humanity in multiple dimensions, since the pandemic alignment of resources to survive in business induced complexity to structures and procedures in almost every industry. What was never a necessity and deemed medieval pre-pandemic is now an integral part and formed the foundation post-pandemic. With talks of recent and upcoming recessions- the expectation of growing and prospering should not be just a dream up in the air instead, a reality to thrive in an environment with set goals, objectives, continuous development, and adaptability to new changes without compromising on the founding principles of your business. The expectation of growth must be established through basic primal routines with systems and procedures that can open opportunities to scale.



System and procedures are two components that go hand in hand and are detrimental to the success of any organization. A system is in place to accomplish an entire cycle of any deed from start to its entirety. Taking our own life as an example – Our life is an everyday system. However unruly or unorganized, there is still a basic system that one is accustomed to. Without even realizing it, going through our life cycle has become deeply ingrained in our minds and forms a part of our daily system. That's one of the many benefits of systems – use them enough, and they become second nature. However, your system encompasses many different procedures.



Mr. Ajith Menon



Dr. Britto Satheesh

You have a procedure for making your morning oatmeal, a procedure for how you style your hair, and a procedure for your morning commute. If even one of those procedures doesn't go as planned (a traffic jam on your usual route, for example), your system may fail. Every business needs a system and a procedure to execute it so it doesn't fail. A procedure, therefore, is simply one component of a larger system, and most systems are made up of a series of procedures.

A business System, without a goal, starts moving in all directions. As a result, coordination among all the parts (components) of the system is lost. Seamless integration of the system components is necessary to achieve the goal of the system, and close coordination is required between all the parts of the system. Coordination, flawless integration, and a steady growth plan are three important parts that encapsulate one system's behaviour. Behaviour is governed by the procedures designed to ensure that components behave in ways that allow the system to achieve its goal. Further, every system has a life cycle and needs constant evolution with varying external environmental factors. The organization which adopts a systematic approach for its functioning has smooth operations for its day-to-day activities. The management of such an organization is simpler. Even when the business grows and expands with multiple moving parts, the behaviour and inner workings of a set system and procedures shall help run the business in auto-pilot mode.

Just as the system is important, Procedures form the basic understanding of system execution and set the tone for standard working procedures or, as we call it in modern day, standard operating practices (SOPs). As your business grows, the inner workings and the variables to drive the business forward increase, thus making it a business with many moving parts. These procedures have been found to be of immense use for proper working, training of the personnel and favourable outcomes in any organization. The procedures are an essential pre-requisite for the efficient working of the organization. Studies have shown that the procedures have significant potential to enable organizations to improve the quality of work without increasing costs. It is a set of instructions which instruct the employees on how to accomplish a task effectively, efficiently, and consistently. It is a set of instructions which addresses the 'who, what, where and when' of an activity. It is a document that describes the regularly recurring operations to ensure that they are carried out correctly (quality) and always in the same manner (consistency). Therefore, procedures are developed to provide clear guidance on how the process is to be operated and highlights the coordination needed for the smooth operation of the process. It can also be implemented as guidelines manifest for conducting training of the employees. Implementation of the so-called procedure ensures timeliness, consistency, technical excellence, and accountability of the process.



Businesses with foundations of sustainable and robust systems further provide confidence to make conscious investments into their successful functions. Thus, it is paramount that leaders today give careful and high-priority efforts to developing systems along with people. Most businesses find it tough to retain their employees. The main issue with attrition is not just that we lose talent among our workforce, but issues like loss of knowledge capital and business know-how. Also, training recruits to replace the employee who left is time-consuming and expensive. Instead, well-established systems and procedures will help an organization mitigate these issues and make the employees' life easier giving them more time to invest in self-development. Finally, these systems must be reviewed, evaluated, monitored, and updated frequently as the needs and expectations change. The best bet for organizational growth is such dynamic and sustainable systems. The future is already here, with exciting new levels reached in robotics through Artificial intelligence (AI). In reality, AI is taking over, and in many organizations' tasks are automated. But have you ever thought about where AI comes from? AI is nothing but a fancier version of the summarized form of Systems and Procedures. AI is the automated intervention of our organizational setup of systems and its procedures through algorithms that are made to machine learn its everyday process. By this, human interaction is set to minimal but the functions of a system with its procedure remains the same, thus underlining the importance of having thorough and well thought out systems and process in place for business longevity.



The past has been set in stone, with various business organizations leaving their footprints of success on the sand for others to follow, thereby making them the predecessors to what we see today. The present is aligned with reality and the need for constant improvements in a quest to be the best with simple systems and process iterations that help any business move forward. As I mentioned earlier, the future is already here in the form of machine learning or AI, where endless tasks are now functioning in an automated fashion. However, one should not forget that this future is the reward of our past iterations and the present continuous improvements which have set unprecedented benchmarks in today's business world.

CSS INDIA INDUSTRIAL PROJECTS TEAM SUCCESSFULLY DELIVERS HIGH-VALUE PETROCHEMICAL EQUIPMENT FROM CHINA TO INDIA

CSS GROUP INDUSTRIAL PROJECTS, a leading name in the project logistics industry, has achieved yet another milestone by successfully chartering and transporting 2600FRT (Freight Rate Tons) of high-value petrochemical equipment from Shanghai, China to Haldia, India. This significant achievement not only highlights the expertise and dedication of the CSS project team but also reinforces their commitment to delivering timebound projects while meeting strict deadlines.

The CSS project team was entrusted with the crucial task of chartering a suitable vessel to transport six colossal columns, each with a maximum length of 38.5 meters, a maximum weight of 133 tons, and a height of approximately 5 meters. With meticulous planning and coordination, the CSS project team worked closely with truckers to ensure the timely delivery of this critical cargo, which was subsequently loaded onto the vessel.

Currently, the vessel MV JIAN YANG HUA QING is en route to the destination port, carrying this vital equipment that is crucial for an important project in India. The successful transportation of such complex and high-value petrochemical equipment showcases the CSS project team's exceptional ability to handle challenging cargo, regardless of its dimensions and weight, while adhering to the highest standards of health, safety, and environmental practices.



At CSS PROJECTS, we recognize the paramount importance of timely deliveries and their impact on project schedules. To ensure seamless operations, our dedicated team of project professionals works tirelessly, leaving no stone unturned once an order is entrusted to them. It is through their unwavering commitment and expertise that CSS INDIA INDUSTRIAL PROJECTS continues to create success stories across the globe in the field of project logistics.

As we move forward, stay tuned for more updates from the CSS Project Team, as they continue to demonstrate their prowess by delivering exceptional results and exceeding expectations in complex project logistics. CSS GROUP INDUSTRIAL PROJECTS remains at the forefront of the industry, driving innovation and setting new benchmarks for excellence in project cargo transportation.



CSS ATTENDS THE 6TH ANNUAL PROJECT LOGISTICS ALLIANCE MEET IN BANGKOK



The Project Logistics Alliance (PLA) carried out its 6th Annual Meeting from April 30th to 3rd May 2023 in Bangkok, Thailand. The Project Logistics Alliance Meet is an annual logistics conference that facilitates the networking of logistics agent partners from varied countries across the globe. The primary purpose of the annual meeting is to augment and strengthen the bond between network agents, so that they can seamlessly work together on upcoming business deals, from their respective countries.

The Location

When it comes to business networking conferences, Thailand has always been a favorite choice. Its pleasant weather, breathtaking locations and friendly locals make it the first choice for both business and leisure trips. Beautiful beaches, flavorful cuisines and magnificent viewpoints are all around this country. The last Project Logistics Alliance Meeting was held in Vietnam in the year of 2018. This year in 2023, Bangkok, located in Thailand was handpicked as the central hub for the 6th annual meeting of the Project Logistics Alliance event from April 30th to May 3rd. Consolidated Shipping Services (CSS) was invited to be a part of this prestigious event.

The Event

In Bangkok, Marriot Surawongse was chosen as the location to host the meetings. This luxurious five star property made the meetings comfortable and enjoyable for all the dignitaries. Every year, an interesting mix of activities is carefully curated to make the event both interesting and fun-filled. This year, the Project Logistics Alliance team came up with an array of activities to make the event both meaningful and memorable. On April 30th, a warm welcoming cocktail reception was held to welcome the guests from varied logistics enterprises.

Direct one-on-one meetings were held from May 1st to May 3rd. On May 2nd, a tour of the city of Bangkok was arranged for all the guests. The day ended with a scrumptious dinner, which included specialized local Thailand cuisine.



CSS at the Project Logistics Alliance Meet

Consolidated Shipping Services (CSS) in Bahrain was invited to take part in this prestigious event. Representatives from CSS took part on direct one-on-one meetings to foster and strengthen the relationship with other logistics enterprises. Through the event, CSS was able to successfully network and forge their business relationship with fellow logistics service providers and agent partners in various countries. The direct meetings helped to enhance the business relationship between CSS and other network agents. This relationship building with peers would help when it comes to working together on upcoming logistics projects. The Project Logistics Alliance Meet in Bangkok turned out to be an unforgettable event.

IT'S NICE TO BE IMPORTANT, BUT IT'S MORE IMPORTANT TO BE NICE!

For far too long, being nice has been mistaken for being weak. Niceness is a necessary quality of leadership for the world we are living in. It has become so rare that when someone does a kind act or goes out of their way to be nice to someone, it goes viral on social media. Being nice does not mean you cannot make tough decisions or stand up to difficult people, it just means you are respectful, kind, and show empathy to your employees. When kindness is not modeled in the workplace, we find ourselves in an environment that is, unhealthy and at worst, toxic.

Today people are clamoring for a more human style of leadership. In an age of automation and AI, leaders hard skills are easily being replicated by smart technology. What will make the difference in effective leadership is soft skills

Here are ways I have found being nice can bring you more success as a leader at work. You can start to encourage a culture of being nice to others by carrying out random acts of kindness during your day.

- Be considerate: Hold the door open for the person behind you. If you are going to the water cooler, ask someone close to you if they would like you to fetch water for them also.
- Smile at a colleague. When you make eye contact and smile at someone you are showing that they matter which gives them a boost of happiness.
- Mind your manners. Say "Good morning" or "Hello" to colleagues more often.
- Show appreciation: Be more vocal in your praise. Acknowledge the contribution and efforts of others.
- Listen more. Learn to listen with the intent to understand. Do not just dismiss or ridicule others' viewpoints. Listening shows that you care.
- Offer support and help to team members who are struggling.
- Treat everyone with the same level of respect, whether it be the janitor or the CEO.

Everyone you meet is fighting a battle you know nothing about. Be kind always.



Abhilash Nair
Global CEO
ISS Relocations

The way you treat others shows your values and true character. You cannot influence others if you are not authentic. Employees are looking at you as a leader to determine if they can trust you.

In my experience, tough and nice does not have to be incompatible. Managers, please use the human-to-human approach when dealing with employees. It is people you are dealing with, not just a statistic on a graph. Get to know your people, meet them where they are, and be flexible. Employees want to be treated as human beings.



In the end, people make companies successful. Any strategy or business plan relies on motivated and engaged people to make it happen! It is just like a relationship. For a relationship to last, there must be mutual respect, love, trust, understanding and appreciation. Without these, the foundation is shaky.

Therefore, the most successful companies focus on people and relationships, and make sure both are not just managed but lead and cared for.

CHAIRMAN REPEATS HIS COMMITMENT TO SOCIETY



It's that time of the year again when children are seen carrying their school bags, packing their lunch boxes, and seen marching into the school gates. The new academic year (2023-2024) for students has just commenced.

Every year, CSS Group Chairman T S Kaladharan benevolently offers gifts to children of the pre-primary and primary grades.

Our honourable Group Chairman repeated his commitment to society by gifting the young minds with school bags etc., to those entering the academic world. This kind deed is very close to his heart and has never failed to give him an abundance of happiness, year after year. When he sees the joy and happiness in the eyes of the young students, he is overjoyed.

This tradition was carried out on June 1st 2023, wherein the children of Govt. LPS Thrikkunnappuzha and Govt. LPS Valiyaparambu were presented with spacious school bags, umbrellas and functional pencil boxes. A total of 600 school bags and 600 pencil boxes were generously offered to the students of primary grades and another 125 school bags, 125 pencil boxes and 125 umbrellas were presented to students of pre-primary grades.



In addition, he also continued the tradition by organizing a delicious lunch at the respective schools, which was whole heartedly enjoyed by the young students, teachers and parents.



CSS Group wishes the young kids the very best in their academics, and look forward to them as great human beings in making the World peaceful & lovable.



Innovative Storage & Fulfilment Solutions for Food & Beverage Industry

- Maintains proper temperature & humidity control to ensure product freshness and quality.
- Enables accurate tracking of inventory levels, reducing stockouts and improving inventory management.
- Helps to prevent the growth of harmful bacteria and pathogens, ensuring food safety.
- Tech enabled order processing and shipping, resulting in quicker delivery times.
- Enhance customer experience with customized packaging.
- Multilingual customer support.
- Our ERP is equipped with expiry, batch and lot management.



Temperature Control Storage

22 - 24 degree

Freezer

-18 to 0 degree

Chiller

-5 to +5 degree



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EMPLOYEES OF THE MONTH



March 2023

Balu Narayanan
Tally clerk

Awarded by Thomas Mathew
General Manager

March 2023

Aneesh Leela
Messenger - Documentation

Awarded by Muhammed Rowmahs
Manager - Documentation



April 2023

Sukhvinder Singh
Driver (Heavy Motor Vehicle) - Transport Dept

Awarded by Jayasankar
Manager - Transport



April 2023

Farzeen Fazal
Accountant - CKL Hamriya

Awarded by Vijesh
Branch Manager - CKL Hamriya



OUTBOUND

SAILING SCHEDULE

DUBAI

	JEBEL ALI	ABU DHABI	ALEXANDRIA	ADABA	BARHAIN	BARCELONA	BURUT	CHENNAI	CASABLANCA	COLOMBO	DAMMAM	DURBAN	GENDA	HAIFA	ISTANBUL	JEDDAH	KARACHI	KUWAIT	LONDON GATEWAY	MONBASA	NEW YORK	NHAVA SHEVA	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR	
NOTHERN DEDICATION	5-Jul	07-Aug																											
MAJD	12-Jul	14-Aug																											
NOTHERN DEDICATION	19-Jul	21-Aug																											
MAJD	26-Jul	28-Aug																											
NOTHERN DEDICATION	2-Aug	04-Sep																											
MAJD	09-Aug	11-Sep																											
NOTHERN DEDICATION	16-Aug	18-Sep																											
MAERSK VIRGINIA	3-Jul	23-Jul																											
BSG BARBADOS	10-Jul	30-Jul																											
MAERSK UTAH	17-Jul	6-Aug																											
GRASMERE MAERSK	24-Jul	13-Aug																											
MAERSK VIRGINIA	31-Jul	20-Aug																											
BSG BARBADOS	07-Aug	27-Aug																											
MAERSK UTAH	14-Aug	03-Sep																											
GRASMERE MAERSK	21-Aug	10-Sep																											
XIN LOS ANGELES	02-Jul			28-Jul																									
CMA CGM CONGO	09-Jul			25-Jul																									
CROATIA	16-Jul			01-Aug																									
CMA CGM MEKONG	23-Jul			08-Aug																									
XIN SHANGHAI	30-Jul			15-Aug																									
SEASPAN AMAZON	06-Aug			22-Aug																									
VALUE	13-Aug			29-Aug																									
X-PRESS NUPTSE	01-Jul			03-Jul																									
X-PRESS NUPTSE	08-Jul			10-Jul																									
X-PRESS NUPTSE	15-Jul			17-Jul																									
X-PRESS NUPTSE	22-Jul			24-Jul																									
X-PRESS NUPTSE	29-Jul			31-Jul																									
X-PRESS NUPTSE	05-Aug			07-Aug																									
X-PRESS NUPTSE	12-Aug			14-Aug																									
KOI	08-Jul																												
CYPRESS	13-Jul																												
TBA (HAPAG)	21-Jul																												
YANTIAN EXPRESS	28-Jul																												
CMA CGM TITUS	04-Aug																												
XIN YAN TIAN	11-Aug																												
NINGBO EXPRESS	18-Aug																												
XIN LOS ANGELES	05-Jul																												
CMA CGM CONGO	12-Jul																												
CROATIA	19-Jul																												
CMA CGM MEKONG	26-Jul																												
XIN SHANGHAI	02-Aug																												
SEASPAN AMAZON	09-Aug																												
VALUE	16-Aug																												
SM KAVERI	2-Jul																												
WHUTTHI BHUM	9-Jul																												
SM MAHI	16-Jul																												
SM KAVERI	23-Jul																												
WHUTTHI BHUM	30-Jul																												
SM MAHI	6-Aug																												
SM KAVERI	13-Aug																												
WHUTTHI BHUM	20-Aug																												
XIN LOS ANGELES	03-Jul																												
CMA CGM CONGO	10-Jul																												
CROATIA	17-Jul																												
CMA CGM MEKONG	24-Jul																												
XIN SHANGHAI	31-Jul																												
SEASPAN AMAZON	07-Aug																												
VALUE	14-Aug																												
XIN LOS ANGELES	21-Aug																												
X-PRESS NILWALA	05-Jul																												
EVER CHANT	12-Jul																												
CELCIUS NELSON	19-Jul																												
X-PRESS NILWALA	26-Jul																												
EVER CHANT	02-Aug																												
CELCIUS NELSON	09-Aug																												
X-PRESS NILWALA	16-Aug																												
EVER CHANT	23-Aug																												
IRENES RHYTHM	05-Jul																												
MAJD	12-Jul																												
IRENES RHYTHM	19-Jul																												
MAJD	26-Jul																												
IRENES RHYTHM	02-Aug																												
MAJD	09-Aug																												
IRENES RHYTHM	16-Aug																												
SOUNION TRADER	8-Jul																												
ADDISON	15-Jul																												
RIO GRANDE EXPRESS	22-Jul																												
SEASPAN LAHORE	29-Jul																												
ONE BLUE JAY	5-Aug																												
ONE CYGNUS	12-Aug																												
ONE FALCON	19-Aug																												
KOI	07-Jul																												
CYPRESS	14-Jul																												
DALIAN EXPRESS	21-Jul																												
YANTIAN EXPRESS	28-Jul																												
CMA CGM TITUS	03-Aug																												
XIN YAN TIAN	11-Aug																												
NINGBO EXPRESS	18-Aug																												

AMERICA	ZEBEL ALI	ABU DHABI	ALEXANDRIA	ADABIA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	CASABLANCA	COLOMBO	DAMMAM	DURBAN	GENOA	HAIFA	ISTANBUL	JEDDAH	KARACHI	KUWAIT	LONDON GATEWAY	INDONESIA	NEW YORK	NUAYYA SHEVA	RIYADH	ROTTERDAM	SHANGHAI	SINGAPORE	SOHAR	UMM QASR
TS NEPTUNE	5-Jul																											
EVER URANUS	12-Jul																									20-Jul		
NORTHERN PRACTICE	19-Jul																									27-Jul		
TS NEPTUNE	26-Jul																									3-Aug		
EVER URANUS	2-Aug																									11-Aug		
NORTHERN PRACTICE	9-Aug																									18-Aug		
TS NEPTUNE	16-Aug																									25-Aug		
EVER URANUS	23-Aug																									1-Sep		
XPRESS ALTAIR	06-Jul																									08-Jul		
NORTHERN GUARD	13-Jul																									15-Jul		
XPRESS ALTAIR	20-Jul																									22-Jul		
NORTHERN GUARD	27-Jul																									29-Jul		
XPRESS ALTAIR	03-Aug																									05-Aug		
NORTHERN GUARD	10-Aug																									12-Aug		
XPRESS ALTAIR	17-Aug																									19-Aug		
NORTHERN GUARD	24-Aug																									26-Aug		
ATHENA	2-Jul																											4-Jul
ATHENA	9-Jul																											11-Jul
ATHENA	16-Jul																											18-Jul
ATHENA	23-Jul																											25-Jul
ATHENA	30-Jul																											1-Aug
ATHENA	6-Aug																											8-Aug
ATHENA	13-Aug																											15-Aug
ATHENA	20-Aug																											22-Aug

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. ALSO HAVE DIRECT SERVICES TO ISTANBUL



CSS Türkiye

New Branch Opening



Address :

Console Shipping Services Lojistik Hizmetleri ve Ticaret A.S.
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Customizable Dashboard Features to Meet Your Business Needs



Customized client
dashboard



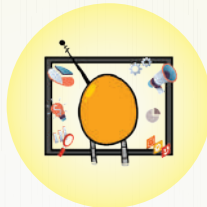
Multiple Courier Partners

End to end flow
capture with automated
billing module



Trend analytics
(sales & delivery)

B2B/B2C omni-channel
processing capabilities



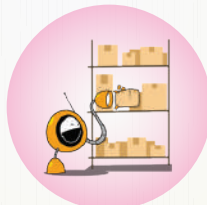
Customer mobile app

LOT management and
expiry date management



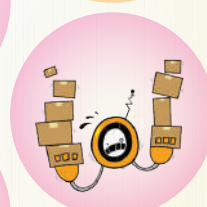
Multiple temperature
control warehouse options

Multi-level SKU
storage options
(box, sub box, pieces)



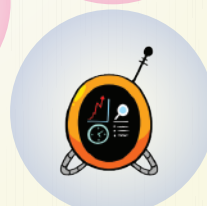
Stock management-
automated email alert

API integration to
multiple E-commerce
platform / marketplace
/ last mile delivery



Easy import of goods
by ASN upload

Ti:Me BOT assistance



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Arjun Bose Director - CSS Abu Dhabi, Qatar, Oman & Northern Emirates

Krishna Kaladharan Director - CSS Bahrain, Saudi Arabia
Rakesh Menon Director - Sales & Marketing
Roshmon Manoli Vice President - Forwarding Sales
Renjith Pillai Vice President - Projects

Santanu Datta General Manager - Ocean Freight
Richard Varghese General Manager - SCM & 3PL
Fida Asghar General Manager - NVOCC Sales
Susanth Shekar General Manager - HR & Administration
Sundhar Srinivas Finance Manager

NORTHERN EMIRATES
Thomas Mathew General manager

ABU DHABI
Midhun George General manager

SAUDI
Ramesh Pillai Senior General Manager

INDIA
Rahat Talreja Vice President - India Operations
Rajeev Kumar Sr General Manager CSS North India
T K Viswanath General Manager, South India

CSS ELOGIX **Britto Satheesh** Director - CSS eLogix **Sasikala (SK)** Director - CSS eLogix

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Latha Ashokan Branch Manager latha@cssindiagroup.com

For a detailed contact list, please email marketing@cssdubai.com



QUOTABLE QUOTES

I hated every minute of training, but I said, 'Don't quit. Suffer now and live the rest of your life as a champion. - **Muhammed Ali**

The best and most beautiful things in the world cannot be seen or even touched - they must be felt with the heart. - **Helen Keller**

Never stop fighting until you arrive at your destined place - that is, the unique you. Have an aim in life, continuously acquire knowledge, work hard, and have perseverance to realise the great life. - **A P J Abdul Kalam**



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