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MARCH-APRIL 2011

# Lighthouse

Bi-monthly publication of CSS Group



Plus

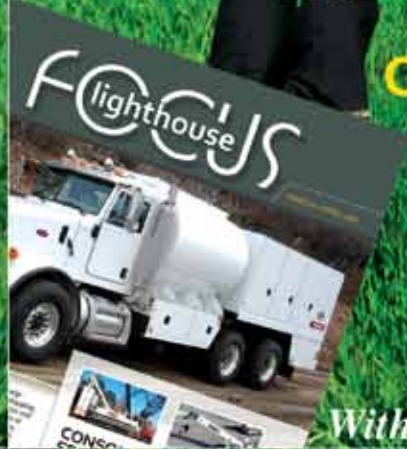
CSS AT  
**BREKBUK AMERICAS**

**CSS AND PETERS & MAY  
AT DUBAI BOAT SHOW**

EMERGING QUEEN

**GO GREEN**

*With this edition*





# PROJECTS OIL & ENERGY



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# Lighthouse

## CHAIRMAN'S MESSAGE



T. S. Kaladharan

At CSS we have always taken care to research meticulously the details and data which are needed for new programmes and systems to be incorporated within our company. This has to happen before any attempts are made to integrate new services or structures because, without this, any implementation is doomed to failure. Within the corporate world we have seen many ambitious projects being abandoned half way, which brings a huge loss within society. Our commitment, to always demand diligent research, has held us in good stead. As we face the future there needs to be a fool proof engagement of system study, for any campaign, in order to ensure success. We can be proud of our progressive approaches which have benefited our company and society.

In my Lighthouse message one year ago, I highlighted how we need to ensure a greener earth for our future generations. No doubt you will join me in celebrating our effective "Go Green" campaign. Our efforts, like sponsoring 500 trees in Sri Lanka, have achieved welcome audits and plaudits from many quarters. It is this approach, to our social responsibility, that has brought in success for team CSS and every one behind this campaign deserves accolades.

What makes CSS Group unique is our humane approach. We are humbled, and at the same time proud, by the dedication of Our People, Our Associates and Our Partners that have made us a solid conglomerate. As a key stake-holder in CSS Group, I look forward to making every single moment of your association with our organization a memorable one.

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**Lighthouse**  
publication of CSS Group

Lighthouse is produced by the CSS Group's Corporate Communications & Marketing Department

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F O R P R I V A T E C I R C U L A T I O N O N L Y

# A GRAND SUCCESS

BREKKBULK ASIA POSTS 40 PERCENT ATTENDANCE INCREASE FOR 2011, WILL LAUNCH NEW SHANGHAI CONFERENCE IN 2012

Following a highly successful third Breakbulk Asia event in Singapore Jan. 24-26, UBM Global Trade will inaugurate Breakbulk China in Shanghai in early 2012, bringing the largest event in the heavy-lift, project cargo and Breakbulk maritime sector to the world's largest port city. CSS Group has secured its place at the inaugural Breakbulk China exhibition for 2012 to be held in Shanghai. Please look out on [www.cssgroupsite.com](http://www.cssgroupsite.com) for more details.

The recent Breakbulk Asia Conference and Exhibition in Singapore experienced record increases of 40 percent in attendance and 30 percent in exhibitors over the 2010 event. Breakbulk Asia 2011 addressed strategies for sustained growth as well as emerging market opportunities for the Breakbulk and project cargo shipping sectors. The exhibition was attended by CSS Group delegates and associates which consisted of **T.S. Kaladharan** -Chairman CSS Group, **Raj George**-Senior Vice President Ocean Freight, **Ken Dinnadge**- Vice President Business Development, **Narayan Tagore**-General Manager CSS Bahrain, **Suku Sudhakaran**-Asst. General Manager CSS Abu Dhabi, **Dean Landers**-General Manager CSS Kuwait, **Asim Saeed**-Managing Director CSS Pakistan, **Oliver Hahn**-Regional Manager IFS Doha/Muscat, **Amith Horra**-Marketing Manager CSS Group, and **Chandrakala**-Management Trainee Projects, Oil & Energy Division CSS Group.

"We are delighted with the success of Breakbulk Asia this year in terms of both exhibition and attendance," said **Gregory March**-Asia event director, Breakbulk. "The extensive attendee list - including representatives from 53 countries including many attendees from key Asian Breakbulk markets Korea, Japan, China, Australia and Indonesia, reflects the mar-

“We are delighted with the success of Breakbulk Asia this year in terms of both exhibition and attendance”

keting investment we continue to put into these key regions and our events globally.”

"This growth and our continued research in China now aligns us perfectly for our inaugural Breakbulk China event at the Shanghai New International Expo Centre, Feb. 28th to March 1st, 2012. Seventy percent of Breakbulk Asia exhibitors have already booked their participation and we look forward to welcoming many more to Breakbulk China 2012," March said.

"Being part of the JOC/Breakbulk Exhibitions over the years has proven to be a success for the entire CSS Group. We are able to showcase our first class products and services to different regions globally while maintaining, nurturing and strengthening our business relationships with our clients, customers and business associates. We look forward to participate in the upcoming JOC/Break Bulk exhibition to be held in New Orleans, USA later this year" said **T.S. Kaladharan**.

In addition to an economic overview of Asian Breakbulk markets, Breakbulk Asia 2011 examined industry challenges of piracy, vessel choice, operating in locations having minimal infrastructure and common complications between the bidding process and contract implementation.

International Breakbulk industry issues ranged from Australia's quarantine regulations to the growth plans of India and the Port of Shanghai.

Roundtable discussions and keynote speakers included industry leaders such as:

**Christopher Palsson**-Director, Site Manager, Maritime Research and Consultancy, IHS Fairplay.

**Yuan Jinghua**-Deputy General Operations Manager, Shanghai International Port Group.

**Karsten Von Hoesslin**-Senior Analyst, MSS, Risk Intelligence.

Breakbulk Asia provides a forum for shippers to develop relationships with the leading carriers, forwarders, ports, terminals and packers that have the expertise and resources to handle oversized cargoes with unique handling requirements. This year, the conference held its first Education Day, a daylong course for industry newcomers addressing the unique aspects of the breakbulk and heavy-lift industry.

Breakbulk Asia is one of three annual Breakbulk and project cargo transportation conferences organized by the Breakbulk ([www.breakbulk.com](http://www.breakbulk.com)) division of UBM Global Trade. The company also produces the annual Breakbulk Europe Transportation Conference and Exhibition in Antwerp, Belgium, and the Breakbulk Americas Transportation Conference and Exhibition, held alternately each year in Houston or New Orleans. For more information on these events, please visit [www.breakbulk.com/events](http://www.breakbulk.com/events).



## ABOUT BREAKBULK

The Breakbulk (www.breakbulk.com) division of UBM Global Trade has been the most trusted source of intelligence for the Breakbulk and project cargo industry since its first Breakbulk conference in 1989. The Breakbulk division includes the bimonthly Breakbulk Magazine, three annual conferences, access to all business news articles, indices, archives and more on Breakbulk.com and the weekly e-newsletter, Breakbulk Newswire. Authoritative editorial content in the forms of daily news and in-depth analysis ensure Breakbulk members have the data and information necessary to understand the issues facing the Breakbulk, heavy-lift and project cargo shipping sectors. For membership information visit [www.breakbulk.com/membership](http://www.breakbulk.com/membership)

## ABOUT UBM GLOBAL TRADE

UBM Global Trade is the leading provider of proprietary data, news, business intelligence and analytical content supporting commercial maritime, rail, trucking, warehousing and logistics industries worldwide. The company's portfolio of more than 100 online, print and interactive workflow business solutions includes The Journal of Commerce, Breakbulk, RailResource, PIERS and an array of international trade and transportation databases and directories. UBM Global Trade, a subsidiary of United Business Media Limited, is headquartered in Newark, NJ, with offices throughout the United States. For more information, explore [www.ubmglobaltrade.com](http://www.ubmglobaltrade.com) or call 800-223-0243 (+1-973-848-7250 outside the U.S. or Canada).

# RITCHIE BROS. AUCTIONEERS

## CARGO ON THE MOVE FROM INDIA TO DUBAI VIA CSS



**C**SS Group was recently appointed to secure a suitable vessel to load and ship a large shipment of 777 Caterpillar machines ex Mumbai to Jebel Ali (BREAKBULK) on behalf of Ritchie Bros. Auctioneers. Due to the cargo being time sensitive, the vessel was required in Jebel Ali for a major auction. It had to be completely dismantled, trucked from Hyderabad to Mumbai in order to meet a specialized CSS Chartered vessel at Mumbai port. This encompassed a considerable amount of preparation work to secure the right vessel tonnage, on behalf of our client, capable of being able to accommodate 777 Machines, which are some of Caterpillar's largest dump trucks. Also CSS executed the complete coordination with the suppliers for the transportation across India as well as export documentation, the port, the police, the border crossings and then the actual vessel loading. This was done with the help of CSS India offices and coordinated

the entire project out of head office in Dubai.

The vessel was sourced and secured through reputable brokers and all relevant subcontractors were pre approved by the CSS Group in order to ensure that physical transportation was handled and the actual vessel loading. The CSS Group Team right from the Chairman to the Senior Management oversaw all infinite details in each and every step in order for Ritchie Bros to focus on the auction aspects as opposed to the actual shipping aspect. This was done through the specialist CSS Project Division which is now rapidly becoming one among a few project forwarders who is specializing in the international movement of heavy machinery using their own regional offices combined with our international partners. In fact moving heavy machinery across the world is what CSS Group do well i.e. shipping new and used mining machinery, construction earth moving equipment, cranes, plant

equipment/machines exploration and drilling equipment as well as agricultural machinery, every day of every week. Whether you are shipping a Caterpillar dozer, a Hitachi excavator, a Komatsu dump truck or a Tadano crane, the very experienced crew of projects department knows exactly what is required to transport your heavy equipment in the safest and most economical shipping configuration.

CSS Group maintains an extensive technical database with machinery specifications of nearly all major earthmoving, construction and mining plant and equipment. This means our customers don't have the hassle of having to provide technical drawings or machinery spec's whenever they are shipping machinery internationally. The operations crew of CSS boasts average industry experience exceeding 20 years per person. A third of the crew has more than 25 years experience, much of that time directly involved with shipping heavy equipment using sched-

uled RORO Services specialized break bulk and container vessels and dedicated charters for larger parcels.

Whether it's CSS Group or one of the competitors, we strongly recommend using heavy lift specialists when moving your valuable heavy machinery and other challenging cargoes, internationally.

For any enquiries about shipping various types of equipment, construction machinery and all types of earth moving machines, transporting drill rigs, relocating a drag line, decommissioning a mine, relocating a manufacturing plant, repositioning military equipment, importing farm machinery, exporting generators or simply moving very big things the crew at CSS Group will always consider it as pleasure and great opportunity to handle this with utmost care. CSS Group is your service provider in this sector Door to Door worldwide.

Please send in enquiries to [infoprojects@cssdubai.com](mailto:infoprojects@cssdubai.com).

# WELCOME ONBOARD

## Kenneth A Dinnadge

VP Business Development, Dubai and MENA Region



Proactive, creative problem solver, quick and decisive, he is also known as an articulate and persuasive delegator who coaches and will no doubt inspire the entire CSS Group team.

**K**enneth A. Dinnadge has been recruited and is now responsible for the CSS Groups' Business Development aspirations in the MENA and Sub-continent region and the furthering of contacts with potential key CSS Clients. He is extremely familiar with the culture, people, and business practices of the United Arab Emirates and the surrounding areas, having lived and worked in the region for over 35 years.

Before joining the CSS Group, Dinnadge held a key Regional Manager Consultancy –Region Americas for Barwil Unitor Ship Service (now known as Wilhelmsen Ship Service), a leading maritime services provider, where he was responsible for the integration of the company's portfolio, as well as strategic planning and sales management. Prior to this, Dinnadge was the Business Manager for Gulf Agency Company L.L.C. Dubai Ltd., a provider of global shipping, logistics and marine services, where he used his extensive network of local and global contacts to enhance his company's business. He has also served as a Sales Executive and then Senior Sales Manager for the Dubai Ports Authority, now known as Dubai World, where he developed global sales network and assisted in taking DPA to a top ten-ranked port in the world.

In 2006, he also helped to establish Global Strategic Alliance Inc Canada while assisting Canada Export Centre.

(GSA) which was designed to build an international network of entrepreneurs and individuals to promote trade between Canada, Brazil and the Middle East region. The GSA Inc. network has been instrumental in introducing a number of products and technologies to new regions as well as promoting and procuring investment for high-end development projects.

Dinnadge is an Alumni Member of the INSEAD Business School, Fontainbleu, France

Dinnadge is an Alumni Member of the INSEAD Business School, Fontainbleu, France and holds an Honors Degree in Business Administration from Ashford University.

and holds an Honors Degree in Business Administration from Ashford University. He is married and has four children and speaks Urdu, Arabic, and French.

Ken was recruited by CSS, as he is an astute Business Manager with a wealth of experience in international shipping, freight, and logistics as well as Business management. Ken Dinnadge has a proven track record and demonstrated a first class record of change management, business development, and sales achievement. His strategic focus, commercial ability and people management skills make him a key force in driving the business forward.

### Selected Recent Achievements

**S**ecured difficult ships agency and logistics contracts by bidding for, winning and managing many principals and clients interests. An example of this was Ken's involvement and management of a major contract for the US Government, shipping large quantities (GM) police vehicles for the US Iraqi reconstruction program. Client satisfaction was achieved despite a difficult working environment.

**H**e managed a top performing division throughout GAC Group in 2005, achieving excellent results – above and beyond the industry norm. Productivity was high: an average of 60-in/out going vessels per month were handled with a staff of 55. He also developed Dry Cargo's annual net profits more than tenfold over a ten-year period making him a leading well known figure in the UAE and global shipping and logistics community, winning a number of awards as well as being recognized by various international organizations as well as trade publications.

**C**lient retention 100%;  
Staff numbers reduced.  
Brought about many changes

and developments, e.g.:  
Widened services offered and reduced dependency on market trends by opening up new trade routes. Provided planning benchmark for the Group by initiating Unit strategic business plan. Reduced staff turnover by setting up and administering comprehensive HR policies and training policies.

**S**ecured increased business in all targeted areas – e.g. with companies such as Chevron, Petronas, NITC, IRSIL, Rickmers, Sal, Thorensen, Western Bulk and Alltrans, Ritchie Brothers, WWA CAT Finnings and NYK – by initiating strategic planning implementing and managing his 'Vision X Global Reach program me'.

CSS Group recruited Ken due to his Key Strengths and reputation; He is professional, driven by results, self-motivated and able to work independently. Proactive, creative problem solver, quick and decisive, he is also known as an articulate and persuasive delegator who coaches and will no doubt inspire the entire CSS Group team.

CSS Group is attracting top professionals with a proven track record within the global freight forward and logistics fraternity, which is adding additional value to the already well, established and recognized CSS Group.

CSS Group wishes Ken Dinnadge-VP Business Development long-term success in his current endeavors.



Consolidated Shipping Services

## “Going Green”

has evolved as “The Talk of the town” in corporate circles since a couple of years. “Preserving the Nature”, “Protecting Future” are some of the metaphors we come across on a daily basis. **But a million dollar question still hangs on: Who is going to do it?**

We at Consolidated Shipping Group have joined hands with

# CSS - LEADING BY EXAMPLE

“ Ethics is the new competitive environment and we were and will always look forward to the Triple Bottom Line of Business- People, Planet and Profit. ”

a green fraternity with a notion that the real future is not tomorrow. It is now, which motivates us to take our small steps with a confidence that it can make a big difference in the near future. In this regard CSS Group is planning to implement certain environmentally friendly practices across the organization and also participating in global events like World Environ-

mental Day, Earth Hour as well as regional activities. Companies have tremendous strengths; they have extremely capable people, technology, access to money and the ability of geographical reach thus corporates are important stakeholders in society. Since its inception, CSS has been actively participating in CSR activities as part of the corporate ethics program and

in 2011, we as a responsible group of corporates came up with an initiative of a **Clothing Drive** which is planned for the month of March 2011 for all the CSS offices in the UAE. According to our Chairman, **T.S. Kaladharan** “Ethics is the new competitive environment and we were and will always look forward to the Triple Bottom Line of Business- People, Planet and Profit.”



## SAILING STARTS

**PERFECT START INTO THE NEW YEAR FOR CSS AND PETERS & MAY**

**W**ith the alliance with Peters & May, CSS had created a new business opportunity in the Yacht and Marine Logistics sector which has been highly beneficial. In the beginning of this year the CSS Group was assigned the responsibility of full door to door service of a Luxury Tecnomar Nadara 24 Yacht from Genoa, Italy to Jebel Ali. The yacht weighing almost 70 Tonnes and 25 meters in length was imported by the local Tecnomar dealer. CSS was appointed to coordinate the delivery from the factory up to Genoa, export clearance, supervision of the loading and providing a cradle for the yacht and ship it to Jebel Ali. A team of three loadmasters was appointed by Peters & May/ CSS and worked hard under the supervision of Rouben Brosen, General Manager of Yacht & Marine Logistics who made sure that the boat was delivered to the customer's hands in a perfect condition. Apart from that Peters & May and CSS were involved in the export of several tender boats and containers for BMW Oracle and Emirates Team New Zealand on their appearance in 2010 AC Louis Vuitton Cup held in Dubai. During the month of January, Peters & May and CSS have handled the shipment and clearance of more than 12 yachts and boats are looking forward to an exponential increase in the volume of business due to the upcoming boat shows in Dubai and Abu Dhabi.

The new Moody 45 Sailing Yacht that arrived straight out of the Hanse Factory in Germany, was shipped, cleared and delivered as an all in one package for the local customer, thanks to the combined effort of Peters & May Germany and Peters & May Middle East/CSS Group.

For further information in reference to shipping your boat or spare parts please contact: [petersandmay@cssdubai.com](mailto:petersandmay@cssdubai.com).



# WELCOME ONBOARD

**U.B Prince** joined the organization in 1996 and was with Consolidated Logistics Centre, Jebel Ali as the V.P Operations till 2007. When CSS Group started its new venture, Twin Info Solutions Pvt. Ltd, India as a BPO, which provides services for Freight Forwarding and

Logistic Solutions it was U.B Prince's name which stood as a true leader for this division. His domain expertise and versatility in handling critical provinces had given confidence to the Senior Management to designate him as the Chief Operating Officer (COO) of

**Twin Info Solutions Pvt. Ltd.** Now he is back to take up the role of V.P NVOCC Operations in addition to COO and is relocated to Consolidated Shipping Logistics Centre, Jebel Ali. On behalf of the Chairman, Senior Management and the employees we wish him all the best.

## TO RIDE TOGETHER

### CSS AND PETERS & MAY TEAM UP FOR THE DUBAI INTERNATIONAL BOAT SHOW

The Dubai International Boat Show is the largest, most important and most established event of its kind in the region and one of the fastest growing leisure marine industry exhibitions in the world. The 19th edition of the event will be a classic showcase of yachts, supercars, equipment and supplies from both local and international builders together with the latest innovations in marine industry. The Dubai International Boat Show is the undisputed leader, uniting high-end buyers and world-class suppliers from the most lucrative regions in the world. With

a rich history and a proven track record spanning 19 years it is the most anticipated event in the yachting calendar. With Its 'Established, Trusted, Chosen,' brand recognition the event epitomizes the ultimate style in boating luxury whilst providing unparalleled access to the Middle East's investors and marine enthusiasts. Attracting tens of thousands of visitors each year, the multi-award winning event is among the top five leading international boat shows in the world.

Dubai International Boat Show maintains

its exclusive position providing a platform for the exhibitors to showcase their products, supplies and services to trade buyers as well as private high net worth consumers in the Middle East region.

CSS Group and Peters & May have taken this opportunity to showcase its worldwide strengths in Yacht & Marine Logistics whereby as an exhibitor the Dubai International Boat Show will serve as a platform for them to meet their customers as well as generate new business for local and international markets.



### QUICK FACTS

Reasons to exhibit at the Dubai International Boat Show 2011

- Recognized as one of the TOP 5 International Boat Shows in the world
- Tap into the regions expanding leisure marine market with access to over 30,000 marine enthusiasts
- One of few International boat shows than can boast onsite orders and sales
- Be part of the largest and most influential leisure marine and lifestyle event in the Middle East and subcontinent
- Get direct access to the regions most lucrative VIP buyers and high net worth individuals

### VENUE

Established in 1988, the **Dubai International Marine Club** is one of the most elegant yacht clubs in the region. Over the years it has become the driving force behind the growth of national and international watersport events in the Middle East. Ideally located on Dubai's enchanting waterfront, next to the Le Meridien Mina Seyahi and **The Palm Jumeirah, DIMC** is the perfect venue for the Dubai International Boat Show.

### TIMINGS

The Dubai International Boat Show  
1 - 5 March 2011  
4.00 pm - 9.30 pm Daily  
Dubai International Marine Club - Mina Seyahi

Please visit CSS Group and Peters and May at Stand Number: **LSS-D6-1** in the Luxury Tent area.

For more information about CSS Group please log on to: [www.cssgroupsite.com](http://www.cssgroupsite.com)

For more information about Peters and May please log on to: [www.petersandmay.com](http://www.petersandmay.com)

# REELS ON A ROLL

CSS Abu Dhabi was contracted by VMGL to arrange the land transport & load out onto cargo barge GAC 82 / WB255 a total of 15 units Flexible Cable Reels with 9.2 m OD & weighing a total of 2240 tons for end user ARAMCO. The operation started on 28th January 2011 Saturday by moving 7 reels from lay down area to ESNAAD Jetty on parallel to the setup of the 500 tons crawler crane. The loading onto barge started parallelly to the shifting of 5 more reels the next day and by January 30th 2011 and the remaining 3 reels has been shifted on the parallel of loading the delivered reels onto barge. The Project Division of Consolidated Shipping Services, Abu Dhabi had planned well in advance to move 10 out of the 15 reels from the lay down area in Mussafah to the loading yard in ESNAAD the prior evening so that the loading will start early morn-



ing. The reels were moved from the lay down area using the SPMT - Self Propelled Modular Transporter to the ESNAAD jetty. The loading took place in a special fashion by loading the reels on each corner of the barge to meet the stowage plan. In order

to ensure faster operation the entire crew was split into several teams like Loading, Lashing and Transporting who were performing the tasks in parallel to ensure the continuous flow of operation. This entire project was headed by Asst. General Manager, Suku Sudhakaran and Branch Manager - Ahmad Fuad with the help of Transport Coordinator, Prajeesh Sivaprasad and Sales Executive Kaveen Amarsinghe who has been closely coordinating with the customer transporter and the ESNAAD officials to ensure the smooth operation. On behalf of CSS we also thank ESNAAD employees and management for their whole hearted support and cooperation during the operation which made it easier to meet maximum customer satisfaction and maintain the level of service CSS offers.

## EMERGING "QUEEN" PROSPECTIVE DAYS AHEAD FOR CSS COCHIN

Cochin, regarded as one of the fastest growing cities in India, had witnessed a steadfast growth during the last 7 to 8 years. Patronized evenly by the spread out Kerala business community around the globe, Cochin has made a remarkable growth enviable to the other major cities in India. The recently commissioned International Marina and the Vallarpadam container terminal add flavour to the booming economy of this region. Console shipping services India Pvt. Ltd at Cochin with a well established and experienced team has been able to benefit all these positive vibes for their growth.

CSS Cochin has sizable amount of exports to Russia, Europe, US and the Middle East, while the import has shown its strength from regions like China, Malaysia & Dubai. Cochin port traffic touched 17.43 million tones during the year 2009-10 registering an increase of 12.5 % compared to

previous year. The container throughput for the year stood at 2.89 lakhs TEUs. **Latha Asokan, Branch Manager** of CSS Cochin states that the growth rate will increase in the coming years, despite of the ongoing recession.

The recently signed agreement between the Tecom Investments, a subsidiary of the Dubai Holdings and the Government of Kerala for developing the Smart city project has already catapulted the real estate business. The business entry points like the airport and the sea port are increasing their development pace to meet up with the growing demands of the market. As per



Latha, all these factors could eventually give a facelift to the entire economy.

Now the major products handled here are food stuff, spices, coir, rubber and plastic household items which will be soon be replaced by construction materials, heavy equipments, machineries and other allied products. Kochi has emerged as the commercial

and industrial force and is perhaps the second most important city on the west coast of India after Mumbai. It boasts a world class port and international airport that link it to many major cities worldwide. It's a matter of pride for any company to have its presence in this strategic location, when they have world wide operations.

# CONGRATS!!

## CSS UK PARTNER - THE SPATIAL GROUP WINS BIFA 2010 SPECIAL SERVICES

### AWARD

**T**he Spatial Group, an associate partner of CSS Group in UK wins BIFA 2010 special services award. Based in Castle Donington, Derby, the Spatial Group was delighted to receive the Winner's trophy at the British International Freight Association lunch held in London on the 20th January 2011. In a message the CSS Group Chairman T. S. Kaladharan congratulated the Spatial Group for this prestigious achievement.

Now in its 22nd year, this well-established event is recognised as one of the most prestigious in the industry. The competition encourages and rewards high standards of professionalism, representing the ultimate recognition of special achievements in different sectors of the industry.

For over 30 years, Spatial has demonstrated quality and commitment to the industry and are proud to be members of BIFA and are thrilled to receive the industry recognition for their business and the hard work put in by their team.

"We are hugely proud to win this award" says **Wendy Hain - Managing Director** of The Spatial Group. "We know from client feedback that our service



is a winner and it is extremely gratifying to have this recognised publicly".

Spatial Group is associated with the CSS Group for developing the trade lane between the Gulf and the UK. The strong presence of CSS Group in the Middle Eastern region was the key factor which brought the two groups together.

Over their 30 year history, The Spatial Group have developed logistics solutions across many business sectors and geographical areas and now offer clients solutions which encompass

“ We know from client feedback that our service is a winner and it is extremely gratifying to have this recognised publicly ”

freight, export documentation, warehousing, international mail & fulfilment, pick & pack, and courier.

In an extremely competitive marketplace, Spatial pride themselves on their customer relationships and product development. "In understand-

ing the individual needs of our clients we are able to offer efficient and cost effective supply chain solutions encompassing all of their personal and specific needs; creating a partnership which has structured plans for growth and business development" says Wendy Hain.

## Lucky winner

With our continuous view to uphold the freight-forwarding/logistics fraternity, CSS' Thank-you incentive scheme towards our fellow-forwarders and customers, conceived two years back, wherein one lucky name out of the scores of business cards that were dropped into the bowls that are placed at the D/O counter at the Corporate Office and CSLC-1, was to be picked up and reward-

ed with a gift, has been nothing short of successful.

The winner picked out and rewarded for the months of January-February 2011 was **Radhakrishnan Nair** from E-movers, Dubai, UAE who walked away with Gift Cards worth 200 AED from Carrefour, presented by **Deepu S Dev**, Marketing Coordinator, CSS Dubai.



# Green IT

DEEPU S DEV

## BURDEN OR OPPORTUNITY ?



### Consolidated Shipping Services

and IT support staff are thus being called upon to deliver environmentally sustainable IT solutions. Even simple steps that one individual or organization take can make a huge difference when leveraged across the vast number of individuals and organizations across the world. Green IT and Impacts on Value Chain: Green initiatives provide opportunities for return on investment, according to experts the business intelligence can help achieve sustainability and protect the environment by various methods:

To achieve the common goal of right product, right location, right time, manufacturers and retailers need to understand consumer demand and preferences in a given region. Business Intelligence through IT provides manufacturers with the capability to analyse vast amounts of information gathered from shipment data, retailers' point of sale data and syndicated sources, to optimise operations. Using the right quantity of raw materials, labour, equipment and energy will reduce waste and eliminate the need to store items for long periods. Reducing energy consumption means lower costs and smaller carbon footprint, and in turn, a portion of these cost savings will pass down the value chain, increasing value to retailers and consumers.

Distribution centres receive goods in breakbulk from hundreds of manufacturers around the world. Warehouses break bulk and ship the right consolidated quantities to stores. Certain best practices within the hub and spoke distribution system can significantly cut lead times and transportation costs while reducing carbon footprint through lower fuel consumption. For example, cross-docking enables retailers to optimise redistribution of goods received from manufacturers to stores by packing, labelling and shipping products in a manner that shipments can be easily sorted and consolidated at the distribution centre for forwarding to stores. Inventory management is perhaps the most important step where Business Intelligence can improve efficiency. Excess inventory leads to waste (especially in the case of perishable products), affecting both the environment and margins. Most progressive retailers have implemented IT inventory systems similar to the installation of RFID to keep track of what is on the shelf, and advanced replenishment systems to forecast demand and generate orders based on past trends and current factors. Accurate inventory visibility in store is a key input for upstream operations such as manufacturing and distribution, to reduce waste, cost and carbon footprint.

However, there's a disparity in the level of green IT understanding across companies, professionals, students, and users. Many don't know how or where to begin or are unwilling to implement Green IT. Although green initiatives are catching the attention of the corporate world, some professionals, executives, and departments feel excessively burdened with the Green Philosophy. However, upon closer examination, they'll find that going green is a sound strategy.

**IT** has fundamentally altered our work and life and improved our productivity, economy, and social well-being. An increased awareness of the harmful effects of greenhouse gas (GHG) emissions, new stringent environmental legislation, concerns about electronic waste disposal practices, and corporate image concerns are pushing businesses and individuals to Go Green. Going forward, IT now has a new role to play—helping to create a greener, more sustainable environment while offering economic benefits. Green IT is the study and practice of designing, manufacturing, and using computers, servers, monitors, printers, storage devices, and networking and communications systems **efficiently** and **effectively** with minimal impact on the environment. Green IT is also about the application of IT to create energy-efficient, environmentally sustainable business processes and practices. IT can support, assist, and leverage other environmental initiatives and help in creating green awareness. IT contributes to only about 2 to 3 percent of GHG emissions. The vast majority of emissions come from non-IT sources. So, broader applications of IT in other areas of the economy could bring significant energy savings and improve overall environmental sustainability. Green IT will be a top priority for several years to come, as it is both an economic and environmental imperative. Several case studies on greening efforts reveal that businesses that reduce their environmental (carbon) footprint can also reduce costs and improve their public image. IT professionals, CIOs,

**TRANSPORTATION CONFERENCE & EXHIBITION**

October 25-27, 2011  
Ernest N. Morial Convention Center  
New Orleans, LA, USA

The Breakbulk Exhibitions and Conference has been strategically positioned worldwide and is recognized as a premier Heavy Lift Exhibition. After its inaugural appearance at the 2010 Breakbulk Americas Conference and Exhibition in Houston, Texas USA, CSS Group has secured its place for the 2011 Breakbulk Americas Transportation Conference and Exhibition to be held at the Ernest N. Morial Convention Center, New Orleans, LA, USA from October 25-27. Please visit us at Booth No. 845 and lookout for more details on [www.cssgroupsite.com](http://www.cssgroupsite.com)

**WORLD PORTS & TRADE SUMMIT**

A brand new event in association with the **ADPC (Abu Dhabi Ports Company)**, the **World Ports & Trade Summit** is being launched in Abu Dhabi from **28th – 30th of March** to deliver an unprecedented exchange of information on the future of ports and shipping and will present some of the most ambitious projects ever attempted. This event is organized by Turret Seatrade Events and is accomplished under the patronage of **H.H. General Sheikh Mohamed bin Zayed Al Nahyan**, Crown Prince of Abu Dhabi &

Deputy Supreme Commander of the Armed Forces. This international exhibition will provide leading companies the opportunity to showcase services and solutions to key purchasers in the region. **Ken Dinnadge**, VP Business Development will be participating in this summit to ensure that Consolidated Shipping Services and its products and services will be presented so as to generate new business opportunities globally.

<http://www.worldportsandtrade.com/>

**PROJECTS SKIDDING**

During the first week of January 2011 the Projects, Oil and Energy Division of Consolidated Shipping Services successfully handled the import - clearance and delivery of 5 transformers each one weighing 100 Tons to Fujairah - RIFFA / MASAFI / GURFA substation sites. The shipment from Hamburg arrived at Jebel Ali port as two separate shipments and CSS was responsible for directly arranging the clearance and delivery including installation of these units onto the plinths. Since this was a delicate process a survey was conducted by CSS prior to the shipment arrival to assess the site conditions. The access roads were not favoring transport of such heavy pieces due to the mountainous nature at the site locations. The access roads to the sites were transformed to ensure safe transport of the

over dimensional heavy transformers. The shipments were transported on Multi Axle Hydraulic trailers to the respective site and to install onto the final foundation by means of **jacking & skidding method**. In order to ensure this was carried out smoothly a detailed method statement was submitted for the client's approval including suggestions to make the site conditions favorable for such a transport. CSS staff were coordinating closely with the client at every point of the projects cycle in order to ensure site access roads and facilities were done properly while closely coordinating with the vessel agents, heavylift operator and customer to ensure smooth operation. All the transformers were delivered & installed on site as per schedule while ensuring maximum client satisfaction.



**EMPLOYEES OF THE MONTH**

DECEMBER 2010



◀ **Vishnu Nazir** (Team Leader - CSLC 1) Dubai. Certificate given by **K Manish Kumar** - Manager Operations - Ocean Freight & CFS

▶ **Diyala Nasser** (Operations Supervisor) Abudhabi. Certificate given by **Gillian Alexander** - Manager - Sales & Cust. Service



JANUARY 2011



◀ **Rishi R Prasad** (Sales Coordinator) CSS Head Office. Certificate given by **Angeli Sudheer** - Team Manager

▶ **Abhinish S** (Coordinator - Logistics) CSLC 2. Certificate given by **Harish M Haridhas** - Manager-Logistics



# CONSOLE SHIPPING SERVICES INDIA PVT. LTD

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<b>Imports-Sales &amp; Marketing</b>						Kowel Satker			Executive		
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<b>Export Documentation, CRM &amp; Operation</b>						Soumya Ray			Asst. Manager		
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Ashok Bhambri			ashokbhambri@cssindiagroup.com			Koushik Mondal			Executive		
<b>Imports Documentation, CRM &amp; Operation</b>						<b>Operations</b>					
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<b>LUDHIANA</b>						Sathiyarayanan			Accounts		
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<b>MUMBAI</b>						Lawrance			Asst Manager Import Sales		
<b>Export Sales</b>						Satish			Export Documentation		
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<b>Projects</b>						Krishnan			Operations		
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<b>Export Documentation</b>						Sunil Kumar. C			Branch Manager		
A K Swamy			akswamy@cssindiagroup.com			Vinod. S			Sr. Executive Documentation		
<b>Import / Airfreight Sales</b>						Dhanesh G P			Asst. Manager, Accounts		
Rahat Taleja			rahat@cssindiagroup.com			<b>TUTICORIN</b>					
<b>Customer Service Export</b>						Kiran George			Branch In-Charge		
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## CSR @ CSS KESEFolsavam 2011



On January 21st 2011 at the Indian association hall, Kasaragod Expatriates' Socio-Economic Forum celebrated their annual family function. KESEF is a secular organization of expatriates of Kasaragod district residing in the UAE. Established in the year 2002 they have been continuously endeavoring in the various Social, Educational and Humanitarian activities. They have been continuously striving to

serve for noble causes such as educational scholarships, financial support for medical treatment, facilitating opportunities in social, cultural and sports avenues especially for children. The cultural event had drawn a great attention where there were Music and Dance performances from the members of the associations as well as a few guests

from the South Indian Television industry. N.A Haris, MLA, Karnataka, Sudhir Kumar Shetty, CEO - UAE Exchange were the renowned guests for the evening. Since its inception CSS Group has been encouraging various Corporate Social Responsibility activities and is proud to be a sponsor for the Kasaragod Expatriates' Socio-Economic Forum.

# inbound

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	COCHIN	HALIFAX	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	PORT KLANG	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XINGANG	YOKOHAMA	JEBEL ALI	
MAERSK AVON	1119	1-Mar																						3-Mar
MAERSK AVON	1121	8-Mar																						10-Mar
MAERSK AVON	1123	15-Mar																						17-Mar
MAERSK AVON	1125	22-Mar																						24-Mar
MAERSK AVON	1127	29-Mar																						31-Mar
MAERSK AVON	1129	5-Apr																						7-Apr
MAERSK AVON	1131	12-Apr																						14-Apr
MAERSK AVON	1133	19-Apr																						21-Apr
ANAN BHUM	S540		3-Mar																					16-Mar
ANAN BHUM	S541		10-Mar																					23-Mar
ANAN BHUM	S542		17-Mar																					30-Mar
ANAN BHUM	S543		24-Mar																					6-Apr
ANAN BHUM	S544		31-Mar																					13-Apr
ANAN BHUM	S545		7-Apr																					20-Apr
ANAN BHUM	S546		14-Apr																					27-Apr
MSC SINDY	D1109A			2-Mar																				19-Mar
MSC LISBON	D1110A			9-Mar																				26-Mar
MSC BARI	D1111A			16-Mar																				2-Apr
MSC ASYA	D1112A			23-Mar																				9-Apr
MSC SINDY	D1113A			30-Mar																				16-Apr
MSC LISBON	D1114A			6-Apr																				23-Apr
MSC BARI	D1115A			13-Apr																				30-Apr
MSC ASYA	D1116A			20-Apr																				7-May
CLIFFORD MAERSK	1103				3-Mar																			27-Mar
SUSAN MAERSK	1103				17-Mar																			10-Apr
MAERSK SINGAPORE	1105				24-Mar																			17-Apr
SOROE MAERSK	1105				31-Mar																			24-Apr
SOFIE MAERSK	1105				7-Apr																			1-May
CARSTEN MAERSK	1105				14-Apr																			8-May
CLEMENTINE MAERSK	1105				21-Apr																			15-May
SEATTLE EXPRESS	08E09																			6-Mar				23-Mar
COLOMBO EXPRESS	35E10																			13-Mar				30-Mar
BREMEN EXPRESS	18E11																			20-Mar				6-Apr
HANOVER EXPRESS	20E12																			27-Mar				13-Apr
BASLE EXPRESS	08E13																			3-Apr				20-Apr
CHICAGO EXPRESS	29E14																			10-Apr				27-Apr
SEATTLE EXPRESS	09E10																			17-Apr				4-May
COLOMBO EXPRESS	36E11																			24-Apr				11-May
LAL BAHADUR SASTRI	136						2-Mar																	13-Mar
RAJIV GANDHI	137						9-Mar																	20-Mar
LAL BAHADUR SASTRI	138						16-Mar																	27-Mar
RAJIV GANDHI	139						23-Mar																	3-Apr
LAL BAHADUR SASTRI	140						30-Mar																	10-Apr
RAJIV GANDHI	141						6-Apr																	17-Apr
LAL BAHADUR SASTRI	142						13-Apr																	24-Apr
RAJIV GANDHI	143						20-Apr																	1-May
OOCL NEW YORK	89W08							3-Mar																27-Mar
CANADA EXPRESS	42W09							10-Mar																3-Apr
OOCL BRITAIN	24W10							17-Mar																10-Apr
THAILAND EXPRESS	34W11							24-Mar																17-Apr
OOCL HONG KONG	27W12							31-Mar																24-Apr
OOCL NEW YORK	90W09							7-Apr																1-May
CANADA EXPRESS	43W10							14-Apr																8-May
OOCL BRITAIN	25W11							21-Apr																15-May
APL Argentina	067								6-Mar															18-Mar
APL Kaohsiung	040								13-Mar															25-Mar
APL Seoul	012								20-Mar															1-Apr
APL Colombia	042								27-Mar															8-Apr
APL Shanghai	007								3-Apr															15-Apr
APL Argentina	068								10-Apr															22-Apr
APL Kaohsiung	041								17-Apr															29-Apr
APL Seoul	013								24-Apr															6-May
SIMA SAHBA	123								4-Mar															7-Mar
SIMA SAHBA	124								11-Mar															14-Mar
SIMA SAHBA	125								18-Mar															21-Mar
SIMA SAHBA	126								25-Mar															28-Mar
SIMA SAHBA	127								1-Apr															4-Apr
SIMA SAHBA	128								8-Apr															11-Apr
SIMA SAHBA	129								15-Apr															18-Apr
SIMA SAHBA	130								22-Apr															25-Apr
HYUNDAI LONG BEACH	018W									15-Mar														29-Mar
HYUNDAI GENERAL	018W									22-Mar														5-Apr
BUSAN EXPRESS	009W									29-Mar														12-Apr
HYUNDAI FREEDOM	502W									5-Apr														19-Apr
HYUNDAI CONFIDENCE	502W									12-Apr														26-Apr
HYUNDAI HIGHNESS	502W									19-Apr														3-May
HYUNDAI INDEPENDENCE	501W									26-Apr														10-May
HYUNDAI HIGHNESS	501W									3-May														17-May
MAERSK CALIFORNIA	1117											1-Mar												3-Mar
MAERSK CALIFORNIA	1119											8-Mar												10-Mar

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. ALSO DIRECT SERVICES FROM XIAMEN, HUANGPU, LEHAVRE

# inbound

SAILING SCHEDULE

dubai

VESSEL	VOY	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	COCHIN	HALIFAX	HONGKONG	KARACHI	KEELUNG	KUWAIT	NHAVA SHEVA	NEW YORK	NINGBO	PORT KLANG	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XINGANG	YOKOHAMA	JEBEL ALI	
MAERSK CALIFORNIA	1121											15-Mar												17-Mar
MAERSK CALIFORNIA	1123											22-Mar												24-Mar
MAERSK CALIFORNIA	1125											29-Mar												31-Mar
MAERSK CALIFORNIA	1127											5-Apr												7-Apr
MAERSK CALIFORNIA	1129											12-Apr												14-Apr
MAERSK CALIFORNIA	1131											19-Apr												21-Apr
MAERSK CALIFORNIA	1133											26-Apr												28-Apr
BUXLINK	134											2-Mar												6-Mar
GERMAN	67											9-Mar												13-Mar
BUX LINK	135											16-Mar												20-Mar
GERMAN	68											23-Mar												27-Mar
BUX LINK	136											30-Mar												3-Apr
GERMAN	69											6-Apr												10-Apr
BUX LINK	137											13-Apr												17-Apr
GERMAN	70											20-Apr												24-Apr
MAERSK CAROLINA	1105												6-Mar											24-Mar
MAERSK GEORGIA	1105												12-Mar											30-Mar
MAERSK UTAH	1105												18-Mar											5-Apr
MAERSK MISSOURI	1105												24-Mar											11-Apr
MAERSK IDAHO	1105												30-Mar											17-Apr
MAERSK MONTANA	1105												5-Apr											23-Apr
MAERSK WYOMING	1105												11-Apr											29-Apr
MAERSK CAROLINA	1107												17-Apr											5-May
HYUNDAI HIGHNESS	501W													6-Mar										21-Mar
HYUNDAI LONG BEACH	018W													13-Mar										28-Mar
HYUNDAI GENERAL	529W													20-Mar										4-Apr
BUSAN EXPRESS	009W													27-Mar										11-Apr
HYUNDAI FREEDOM	502W													3-Apr										18-Apr
HYUNDAI CONFIDENCE	502W													10-Apr										25-Apr
HYUNDAI HIGHNESS	502W													17-Apr										2-May
HYUNDAI INDEPENDENCE	501W													24-Apr										9-May
HYUNDAI HIGHNESS	501W																	5-Mar						21-Mar
HYUNDAI LONG BEACH	018W																	12-Mar						28-Mar
HYUNDAI GENERAL	529W																	19-Mar						4-Apr
BUSAN EXPRESS	009W																	26-Mar						11-Apr
HYUNDAI FREEDOM	502W																	2-Apr						18-Apr
HYUNDAI CONFIDENCE	502W																	9-Apr						25-Apr
HYUNDAI HIGHNESS	502W																	16-Apr						2-May
HYUNDAI INDEPENDENCE	501W																	23-Apr						9-May
XIN TIAN JIN	002W																					5-Mar		26-Mar
BUNGA SEROJA SATU	023W																					12-Mar		2-Apr
XIN PU DONG	003W																					19-Mar		9-Apr
XIN YAN TAI	004W																					26-Mar		16-Apr
CMA CGM BELLINI	013W																					2-Apr		23-Apr
XIN YA ZHOU	004W																					9-Apr		30-Apr
XIN TIAN JIN	003W																					16-Apr		7-May
BUNGA SEROJA SATU	024W																					23-Apr		14-May
MOL EMISSARY	33018																						1-Mar	20-Mar
MOL EMERALD	33019																						8-Mar	30-Mar
MOL EMPIRE	34020																						15-Mar	6-Apr
MOL EMISSARY	34021																						22-Mar	13-Apr
MOL EMERALD	34022																						29-Mar	20-Apr
MOL EMPIRE	35023																						5-Apr	27-Apr
MOL EMISSARY	35024																						12-Apr	4-May
MOL EMERALD	35025																						19-Apr	11-May
MOL EMPIRE	36026																						26-Apr	18-May
BUNGA RAYA SATU	117W															6-Mar								15-Mar
BUNGA RAYA TIGA	117W															13-Mar								22-Mar
BUNGA RAYA EMPAT	114W															20-Mar								29-Mar
BUNGA RAYA DUA	119W															27-Mar								5-Apr
BUNGA RAYA LAPAN	119W															3-Apr								12-Apr
BUNGA RAYA LIMA	215W															10-Apr								19-Apr
BUNGA RAYA SATU	119W															17-Apr								26-Apr
BUNGA RAYA TIGA	119W															24-Apr								3-May
APL Tokyo	017					8-Mar														19-Mar				27-Mar
APL Indonesia	008					15-Mar														26-Mar				3-Apr
APL London	019					22-Mar														2-Apr				10-Apr
APL Dubai	002					29-Mar														9-Apr				17-Apr
APL Spain	148					5-Apr														16-Apr				24-Apr
APL Tokyo	018					12-Apr														23-Apr				1-May
APL Indonesia	009					19-Apr														30-Apr				8-May
APL London	020					26-Apr														7-May				15-May
SEATTLE EXPRESS	08E09																			4-Mar				25-Mar
COLOMBO EXPRESS	35E10																			11-Mar				1-Apr
BREMEN EXPRESS	18E11																			18-Mar				8-Apr
HANOVER EXPRESS	20E12																			25-Mar				15-Apr
BASLE EXPRESS	06E05																			1-Apr				22-Apr
CHICAGO EXPRESS	29E14																			8-Apr				29-Apr
OSAKA EXPRESS	24E15																			15-Apr				6-May
KYOTO EXPRESS	32E16																			22-Apr				13-May

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. ALSO DIRECT SERVICES FROM XIAMEN, HUANGPU, LEHAVRE

# outbound

dubai

VESSEL	VOY	JEBEL ALI	ABU DHABI	ADEN	ALEXANDRIA	ACABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	FELIXSTOWE	GENOA	HAMBURG	HODEIDAH	JEDDAH	KARACHI	KUWAIT	MOMBASA	MUSCAT	NHAVA SHEVA	PORT SUDAN	RIYADH	ROTTERDAM	SINGAPORE
MAERSK KIMI	1104	3-Mar												26-Mar													1-Apr
MAERSK KIEL	1106	10-Mar												2-Apr													8-Apr
MAERSK KITHIRA	1104	17-Mar												9-Apr													15-Apr
MAERSK KAMPALA	1106	24-Mar												16-Apr													22-Apr
MAERSK KALMAR	1106	31-Mar												23-Apr													29-Apr
MAERSK KUSHIRO	1106	7-Apr												30-Apr													6-May
MAERSK KLAIPEDA	1106	14-Apr												7-May													13-May
MAERSK KIMI	1106	21-Apr												14-May													20-May
MAERSK KIEL	1106	28-Apr												21-May													27-May
MAERSK AVON	1120	5-Mar	6-Mar																								
MAERSK AVON	1122	12-Mar	13-Mar																								
MAERSK AVON	1124	19-Mar	20-Mar																								
MAERSK AVON	1126	26-Mar	27-Mar																								
MAERSK AVON	1128	2-Apr	3-Apr																								
MAERSK AVON	1130	9-Apr	10-Apr																								
MAERSK AVON	1132	16-Apr	17-Apr																								
MAERSK AVON	1134	23-Apr	24-Apr																								
MAERSK AVON	1136	30-Apr	1-May																								
GERMAN	58	9-Mar											23-Mar														
SIMA SADAF	69	16-Mar											30-Mar														13-Mar
BUXLINK	126	23-Mar											6-Apr														20-Mar
CAPT.KATLEMAN	99	30-Mar											13-Apr														27-Mar
GERMAN	59	6-Apr											20-Apr														3-Apr
SIMA SADAF	70	13-Apr											27-Apr														10-Apr
BUXLINK	127	20-Apr											4-May														17-Apr
CAPT.KATLEMAN	100	27-Apr											11-May														24-Apr
SIMA SAMAN	136	2-Mar																									1-May
SIMA SAMAN	137	9-Mar																									
SIMA SAMAN	138	16-Mar																									
SIMA SAMAN	139	23-Mar																									
SIMA SAMAN	140	30-Mar																									
SIMA SAMAN	141	6-Apr																									
SIMA SAMAN	142	13-Apr																									
SIMA SAMAN	143	20-Apr																									
MAERSK DALION	1107	1-Mar						13-Mar																			
MAERSK DENPASAR	1103	8-Mar						20-Mar																			
MAERSK DALION	1109	15-Mar						27-Mar																			
MAERSK DAIVAO	1103	22-Mar						3-Apr																			
MAERSK DALION	1111	29-Mar						10-Apr																			
MAERSK DANVANG	1103	5-Apr						17-Apr																			
MAERSK DALION	1113	12-Apr						24-Apr																			
MAERSK DRUMMOND	1105	19-Apr						1-May																			
KOTA ARIF	ARF098	1-Mar	7-Mar														10-Mar										15-Mar
KOTA ANGERIK	AGK095	8-Mar	14-Mar														17-Mar										22-Mar
KOTA ANBAR	AKA098	15-Mar	21-Mar														24-Mar										29-Mar
KOTA ARIF	ARF099	22-Mar	28-Mar														31-Mar										5-Apr
KOTA ANGERIK	AGK096	29-Mar	4-Apr														4-Apr										7-Apr
KOTA ANBAR	AKA099	5-Apr	11-Apr														14-Apr										12-Apr
KOTA ARIF	ARF100	12-Apr	18-Apr														21-Apr										19-Apr
KOTA ANGERIK	AGK097	19-Apr	25-Apr														28-Apr										26-Apr
MAERSK AVON	1120	5-Mar					7-Mar																				
MAERSK AVON	1122	12-Mar					14-Mar																				
MAERSK AVON	1124	19-Mar					21-Mar																				
MAERSK AVON	1126	26-Mar					28-Mar																				
MAERSK AVON	1128	2-Apr					4-Apr																				
MAERSK AVON	1130	9-Apr					11-Apr																				
MAERSK AVON	1132	16-Apr					18-Apr																				
MAERSK AVON	1134	23-Apr					25-Apr																				
MAERSK AVON	1136	30-Apr					2-May																				
APL Austria	014	8-Mar									9-Mar																13-Mar
APL Spain	147	15-Mar									16-Mar																20-Mar
APL Liberty	041	22-Mar									23-Mar																27-Mar
APL Tokyo	017	29-Mar									30-Mar																3-Apr
APL Spain	146	5-Apr									6-Apr																10-Apr
MOL Integrity	074	12-Apr									13-Apr																17-Apr
APL London	019	19-Apr									20-Apr																24-Apr
APL Austria	015	26-Apr									27-Apr																1-May
SAFMARINE NGAMI	1106	4-Mar					20-Mar																				
IRENES RAINBOW	1104	11-Mar					27-Mar																				
MAERSK PHUKET	1108	18-Mar					3-Apr																				
MAERSK JAMESTOWN	1106	25-Mar					10-Apr																				
SAFMARINE NGAMI	1108	1-Apr					17-Apr																				
PSTI	1108	8-Apr					24-Apr																				
MAERSK PHUKET	1110	15-Apr					1-May																				
IRENES RAINBOW	1105	22-Apr					8-May																				
CMA CGM CORAL	EP734W	1-Mar															31-Mar										
CMA CGM WAGNER	EP736W	7-Mar															6-Apr										
CMA CGM AZURE	EP738W	13-Mar															12-Apr										
CMA CGM ONYX	EP740W	19-Mar															18-Apr										
VILLE D ORION	EP742W	25-Mar															24-Apr										
CMA CGM CORAL	EP744W	31-Mar															30-Apr										
CMA CGM WAGNER	EP746W	6-Apr															6-May										
CMA CGM AZURE	EP748W	12-Apr															12-May										
CMA CGM ONYX	EP750W	18-Apr															18-May										
VILLE D ORION	EP752W	24-Apr															24-May										

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

# outbound

SAILING SCHEDULE

dubai

VESSEL	VOY	JEBEL ALI	ABU DHABI	ADEN	ALEXANDRIA	AOABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	DAR ES SALAM	DELHI	FELIXSTOWE	GENOA	HAMBURG	HODEIDAH	JEDDAH	KARACHI	KUWAIT	MOMBASA	MUSCAT	NHAVA SHEVA	PORT SUDAN	RIYADH	ROTTERDAM	SINGAPORE
NICOLAS DELMAS	SW383S	4-Mar										22-Mar									15-Mar						
MARIE DELMAS	SW385S	16-Mar										3-Apr										27-Mar					
DELMAS KETA	SW407S	24-Mar										11-Apr										4-Apr					
CMA CGM KAILAS	SW389S	1-Apr										19-Apr										12-Apr					
KUMASI	SW391S	9-Apr										27-Apr										20-Apr					
TBN 01	SW397S	13-Apr										1-May										24-Apr					
NICOLAS DELMAS	SW393S	18-Apr										6-May										29-Apr					
MARIE DELMAS	SW395S	30-Apr										18-May										11-May					
MAERSK REGENSBURG	1119	5-Mar																				7-Mar					
MAERSK REGENSBURG	1121	12-Mar																				14-Mar					
MAERSK REGENSBURG	1123	19-Mar																				21-Mar					
MAERSK REGENSBURG	1125	26-Mar																				28-Mar					
MAERSK REGENSBURG	1127	2-Apr																				4-Apr					
MAERSK REGENSBURG	1129	9-Apr																				11-Apr					
MAERSK REGENSBURG	1131	16-Apr																				18-Apr					
MAERSK REGENSBURG	1133	23-Apr																				25-Apr					
MAERSK REGENSBURG	1135	30-Apr																				2-May					
MAERSK DALTON	1107	1-Mar								6-Mar																	
MAERSK DENPASAR	1103	8-Mar								13-Mar																	
MAERSK DALTON	1109	15-Mar								20-Mar																	
MAERSK DAVAO	1103	22-Mar								27-Mar																	
MAERSK DALTON	1111	29-Mar								3-Apr																	
MAERSK DANANG	1103	5-Apr								10-Apr																	
MAERSK DALTON	1113	12-Apr								17-Apr																	
MAERSK DRUMMOND	1105	19-Apr								24-Apr																	
MAERSK DALTON	1115	26-Apr								1-May																	
Pes Adams	213	6-Mar																									16-Mar
APL Cyprine	172	12-Mar																									22-Mar
Pes Pok	219	18-Mar																									28-Mar
APL Spinel	131	24-Mar																									3-Apr
APL Japan	127	30-Mar																									9-Apr
Pes Jackson	218	5-Apr																									15-Apr
Pes Adams	215	11-Apr																									21-Apr
APL Cyprine	174	17-Apr																									27-Apr
HYUNDAI FREEDOM	501E	9-Mar																		12-Mar							
HYUNDAI CONFIDENCE	501E	16-Mar																		19-Mar							
HYUNDAI HIGHNESS	501E	23-Mar																		26-Mar							
HYUNDAI LONG BEACH	018E	30-Mar																		2-Apr							
HYUNDAI GENERAL	529E	6-Apr																		9-Apr							
BUSAN EXPRESS	009E	13-Apr																		16-Apr							
HYUNDAI FREEDOM	502E *	20-Apr																		23-Apr							
HYUNDAI CONFIDENCE	502E	27-Apr																		30-Apr							
INTRIA BHUMI	179w	2-Mar																			4-Mar						
INTRIA BHUMI	180w	9-Mar																			11-Mar						
INTRIA BHUMI	181w	16-Mar																			18-Mar						
INTRIA BHUMI	182w	23-Mar																			25-Mar						
INTRIA BHUMI	183w	30-Mar																			1-Apr						
INTRIA BHUMI	184w	6-Apr																			8-Apr						
INTRIA BHUMI	185w	13-Apr																			15-Apr						
INTRIA BHUMI	186w	20-Apr																			22-Apr						
INTRIA BHUMI	187w	27-Apr																									
SAFMARINE NGAMI	1106	4-Mar																		11-Mar							
IRENES RAINBOW	1104	11-Mar																		18-Mar							
MAERSK PHUKET	1108	18-Mar																		25-Mar							
MAERSK JAMESTOWN	1106	25-Mar																		1-Apr							
SAFMARINE NGAMI	1108	1-Apr																		8-Apr							
PSTI	1106	8-Apr																		15-Apr							
MAERSK PHUKET	1110	15-Apr																		22-Apr							
IRENES RAINBOW	1106	22-Apr																		29-Apr							
NEDLLOYD ASIA	1104	7-Mar			24-Mar																						
NEDLLOYD AFRICA	1106	14-Mar			31-Mar																						
NEDLLOYD EUROPA	1106	21-Mar			7-Apr																						
DEVA	1106	28-Mar			14-Apr																						
NEDLLOYD AMERICA	1114	4-Apr			21-Apr																						
NEDLLOYD OCEANIA	1108	11-Apr			28-Apr																						
NEDLLOYD ASIA	1106	18-Apr			5-May																						
NEDLLOYD AFRICA	1108	25-Apr			12-May																						
NAIRAN	1110w	6-Mar																									
UASC SHUWAKH	1111w	13-Mar													30-Mar												
AL MUTANABBI	1112w	20-Mar													6-Apr												
AL NOOF	1113w	27-Mar													13-Apr												
HANJIN PORTLAND	1114w	3-Apr													20-Apr												
AL SABAHIA	1115w	10-Apr													27-Apr												
HANJIN LOS ANGELES	1116w	17-Apr													4-May												
AL ABDALI	1117w	24-Apr													11-May												
ASIR	1118w	1-May													18-May												
RAJIV GANDHI	127	2-Mar													25-May												
INDIRA GANDHI	128	9-Mar								10-Mar																	
RAJIV GANDHI	129	16-Mar								17-Mar																	
INDIRA GANDHI	130	23-Mar								24-Mar																	
RAJIV GANDHI	131	30-Mar								31-Mar																	
INDIRA GANDHI	132	6-Apr								7-Apr																	
RAJIV GANDHI	133	13-Apr								14-Apr																	
INDIRA GANDHI	134	20-Apr								21-Apr																	
RAJIV GANDHI	135	27-Apr								28-Apr																	

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

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Raj George  
Ahmed Al Rais

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Senior V.P - Ocean Freight  
Senior V.P - Airfreight

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Alfred Jayanth Kumar  
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Pramad Gopalan Nair  
Shaikh Fakrudin  
Prajeesh Sivaprasad  
Githesh T K  
Nithin Surendran

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Sales Executive  
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Coordinator - Sales  
Operations Supervisor  
Operations Executive  
Operations Executive  
Transport Coordinator  
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Sales Executive  
Executive - Sales  
Operations Supervisor  
CFS Operations  
Coordinator  
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