

Lighthouse MAY-JUNE 2013 Bi-monthly publication of CSS Group

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INTERMODAL SOUTH AMERICA FREIGHT SOLUTIONS FOR HOTEL & RESORT LOGISTICS



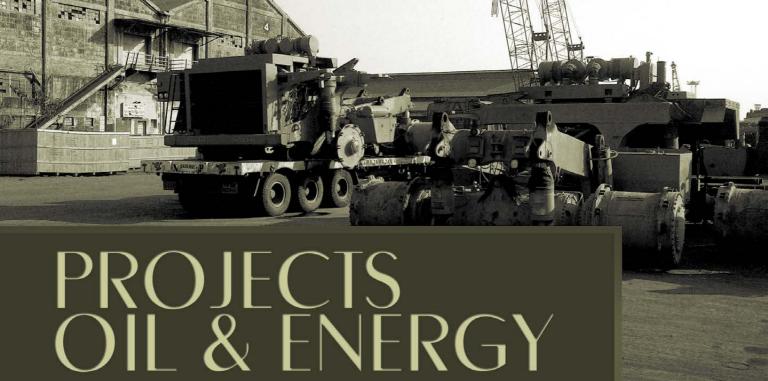








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MAY-JUNE 2013 Lighthouse www.cssgrouponline.com

CHAIRMAN'S MESSAGE

A recent study reveals that we may solve other people's problems easily, but at the same time find it somewhat difficult to determine our own. It is therefore little wonder that sometimes we have a feeling that the human character is very strange. Everybody, to some degree, is interested in each other's life. Or, to put it more precisely, everyone is eager about fine tuning other's life and career. Taking advantage of these facts has meant that the last decade has seen an alarming increase in the number of motivational speakers and trainers in our society. Does anybody actually gain from such speaking discourses? It is probably not as much as some imagine, especially as I believe that nobody can realistically motivate another person. These speakers and trainers can only "inspire", with their words and deeds. Motivation has to come from with-in, "self- motivation". Those who get motivated from within can only succeed in life. They are driven by

an indomitable spirit.

Such determination was obvious when our CSS team recently experienced wonderful opportunities to be inspirational. Various trade shows and CSS India's invigorating budget meet, proved

to be a springboard for stimulating ideas throughout an interesting season of interactions.

As business behaviours drastically change across the globe we need to equip ourselves for the challenges. What better way is there than to expand the results of the recent study, I mentioned at the start of this message, and instead of just focusing on other people's problems, we put inspiration foremost in our minds, so we may inspire each other to motivate for success?



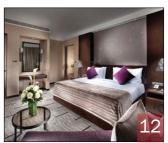
T S Kaladharan

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INTERMODAL **SOUTH AMERICA**

ntermodal South America Transport Exhibition is the leading exhibition and conference event for international trade, logistic, transport and cargo handling.

It displays over 450 exhibitors from all over the world, presenting new products, the latest equipments and technology innovation and a vast conference program, providing a unique opportunity and experience for more than 45,000 professionals.

This year the CSS delegation was headed by Siby Kurian, Senior General Manager Sales & Marketing along with Ajay Krishnan, Senior General Manager Ocean Freight and, Arjun Bose, Director, CSS Abu Dhabi.

Siby Kurian, Senior General Manager Sales & Marketing CSS Group said; "We met with several key contacts during the three-day event, which offered great opportunity to increase the potential between The Middle East and Brazil."

"The profile of Intermodal South America is one of bringing together the key players in the segments of logistics, cargo transport and overseas trade to put the finishing touches to business or to embark on new deals," said Ajay Krishnan, Senior General Manager, Ocean Freight, CSS.

For the Director of CSS Abu Dhabi, Ariun Bose, Intermodal is the reference point for the main meetings of international companies. "Opportunities at such conferences are enormous as we meet the key movers in the market at these events," he concluded.

The 19th edition of the event, at the Transamérica Expo Center, in São Paulo, brought together more than 600 companies representing 26 countries, in an area 23% larger compared to last year, and it attracted an audience of 48,500 attendees over three days, with cargo shippers a significant proportion of those attending.



CSS PROJECTS, OIL & ENERGY

The Projects, Oil & Energy division of CSS Group recently handled a large shipment of steel structures, from Haiphong (Vietnam) to Abu Dhabi. The volume of cargo handled was 5100 cbm as it was from 2 suppliers. CSS Projects, Oil & Energy division chartered a vessel to carry the cargo from Haiphong to Abu Dhabi on behalf of their client. The entire loading operation onto the vessel was done in close coordination with the supplier and vessel owner. To ensure a smooth operation Raj George, Senior VP Projects, Oil & Energy said, "Being present during the loading of the vessel was truly remarkable because of its large volume; I was also able to ensure that all the requirements of the client were adhered to and that the entire operation went according to plan."









CSS HOMEWARD BOUND

ITENDS INAUGURAL **WCA**





Victor Gomez, Suku Sudhakaran

The WCA Relocations is the newest and fastest growing specialty network within the WCA. The group was started in mid-2012 and has already grown to over 75 member offices in 50 countries and 62 cities worldwide. The aim of the group is to provide a platform for household goods and personal effects movers to meet, build business and efficiently find partners globally. With expert partners around the world just a click away, members of the group can deal with peace of mind knowing that each member is qualified.

The WCA relocations hosted its inaugural conference on March 6-7, 2013 in Bangkok, Thailand. The event began with a networking cocktail reception with over 100 delegates and attendants. Victor Gomez, General Manager for the network said: "I am delighted with the support the membership has given this new concept. We have lots of exciting plans and benefits soon to come and the progress we have made in six

months is hugely encouraging."

CSS Homeward Bound and CSS India participated in the inaugural WCA Relocations meeting and were able to meet other members and network with them.

It is always an advantage to be part of any inaugural networking meeting of an association and especially an association as big as the WCA. "The Conference was very well organized and the highlight was the perfection in which the one to one meetings were scheduled and how the participants made a point to be present on time and get to know each other and exchange information," added Suku Sudhakaran, General Manager, CSS Homeward Bound.

"The Conference was productive for CSS Homeward Bound firstly because of the relationships that were built with many of the members and secondly we have already been able to exchange very interesting enquiries and business strategies", he added.

With relocations on the rise and the high demand for a strong network of specialized movers, WCA Relocations is looking to innovate and create more value and benefits for all members. An example would be the new mobile application designed to attract more business from companies relocating employees by targeting their HR managers and offering them a unique way to identify items to be shipped. It can also be used to directly contact members for quotations and onsite surveys. The application offers multiple features for relocations companies as well giving them a means to calculate dimensions, weight and take photos of items at the click of a button. This gives users a more efficient and professional means to complete a survey.

For more information please visit

www.csshomewardbound.com & www.wcarelocations.com

SS MUMBAI SHIFTS ITS EXPORT S TO PUNJAB CONWARE

'n view of providing better service to their clients, CSS Mumbai has shifted its export CFS to a new location of Punjab Conware in Nhavasheva. This new warehouse will have state-of-the art facilities and modern amenities. All consolidation activities will be carried out in this new place which is a custom bonded warehouse with dedicated personnel to ensure the most professional service and smooth movement of shipments.

As per an official statement, the major reason for the shift was due to pilferage, short landings, delayed movement of containers & high

extra costs. Previously CSS Mumbai was using CWC Dronagiri for their consolidation activities. This decision is seen as a welcoming change and will definitely enhance the whole process of their CFS activities.

The new address is:

Consol Shipping Services (I) Pvt Ltd

Punjab Conware CFS Shed # 1, Plot No. 2, Sector 2 Taluka - Uran, District - Raigad Navi Mumbai - 400 707



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he 21st edition of the Dubai International Boat Show witnessed high visitor turnout, with tens of thousands of visitors streaming through the gates during the show due to the international recognition it has received since its inception.

Visitors had the chance to view the impressive range of supervachts and boats on display, as well as enjoy a range of family-friendly exhibitions, competitions, prize giveaways and entertainment options.

With even easier access to this year's Dubai International Boat Show, free Water Taxis were provided by the RTA from Skydive Dubai and Dubai Marina Mall and shuttle buses provided transportation from Gateway Towers at the entrance of Palm Jumeirah. With these services,

visitors were able to spend ample time enjoying the vast selection of yachts, boats, and the full range of marine equipment available at show.

Exhibiting their first class Yacht and Marine Logistics services was CSS Group and Peters & May for the 21st Dubai International Boat Show.

"The Dubai International Boat Show is a highly anticipated and vital event for the international marine industry and we are extremely pleased with the visitor and buyer turnout, business activity and high-level networking that has taken place this year," said Ken Dinnadge, Senior Vice President, Business Development of CSS Group. "Another trigger for increased demand in yachts and marine logistics has been the improved logistics and infrastructure in Dubai. The marinas are growing tremendously with more and more berthing facilities, prompting more people to consider it as a lucrative investment," said Ken.

"We focus on high-end, personalized yacht and marine logistic services to help clients buy the perfect product to make them happy; something that potential buyers at the Dubai International Boat Show are looking for," said Dave Holley, CEO, Peters

The Dubai International Boat Show took place from March 5th-9th, 2013 at the Dubai International Marine Club (DIMC), Mina Seyahi

For further information, please visit

www.cssgroupsite.com and www.petersandmay.com









SS was excited to be involved in a shipment that required the use of ■ CMA CGM MV Marco Polo, the largest container ship in the explorer class owned by the CMA CGM Group. On 7th January, 2013 the CMA CGM MV Marco Polo became the largest containership in the world to call at Dubai's Jebel Ali Port, measured by capacity it can hold 16,020 TEU's.

"CSS Group was established to be involved in the first ever call of the world's largest containership," said CSS Group's, VP Business Development, Ken Dinnadge. "We had three brand new yachts loaded on board from Southampton, UK for Princess Yachts customers here in the UAE and Qatar which had to be handled with care in order to be delivered in perfect condition."

"We truly appreciated the way the team worked, and the constant updates we received from your back office were extremely helpful. In short, we had a very good experience working with CSS, and I would like to thank you for giving us the pleasure of coming on board the world's largest vessel."

Whilst this was a complex operation that included Peters & May, the carrier, CMA CGM, CSS Group, Dubai Clearing and forwarding agent, DP World, the receiving port, the organization and commitment to customer satisfaction was showcased through the excellent teamwork and preplanning that was undertaken to ensure all went accordingly to plan.

Nishith Kothari, JSL Cargo stated "We truly appreciated the way the team worked, and the constant updates we received from your back office were extremely helpful. In short, we had a very good experience working with CSS, and I would like to thank you for giving us the pleasure of coming on board the world's largest vessel."

ABOUT THE MV MARCO POLO

- Owned by French shipping company CMA CGM it began its first voyage as the world's largest containership from Ningbo, China.
- Built by Daewoo Shipbuilding and Marine Engineering (DSME) in South Korea, the Marco Polo is an engineer-
- ing masterpiece measuring 396 meters long, 54 meters wide, with a draft of 16 meters. By the end of next year, two more of these will be delivered, all to be named after great explorers.
- It shows the expertise of the group's teams, who are able to handle not
- only the very technical piloting of the ship but also its commercial opera-
- Their entire network of 400 agencies all around the world is active to ensure the successful launching of this ship.

EMIRATES SKYCARGO

RECOGNIZES ACHIEVEMENTS OF UAE FORWARDERS-CSS GROUP



■ mirates SkyCargo recently presentd ed its top forwarders with special achievement awards at a dedicated event held at the Atlantis Hotel, situated on Dubai's Palm Jumeirah. These awards recognized cargo forwarders and organizations for their efforts throughout the

In congratulating the top performing forwarders from across the country, Emirates SkyCargo presented Consolidated Shipping Services L.L.C. an award in recognition of their continued support.

"We are extremely honoured to be awarded by Emirates SkyCargo in recognition of our continued support towards growing the Cargo industry. The continued efforts and long term business relationship is a true testament to our partnership success," added TS Kaladharan, Chairman, CSS Group.

"The forwarders we work with are an integral part of our accomplishments in achieving growth across all of the markets that we operate in," said Ram Menen, Emirates Divisional Senior Vice President Cargo. "It is important to commend their hard work.

for we rely on their quality service and support around the clock on a daily basis; it's a 24 operation we're running and they work with us every step of the way."

About Emirates:

Emirates consist of a young and efficient fleet of nearly 200 aircraft, including 10 freighters. Its route network spans 132 destinations in 77 countries on six continents, ensuring significant global reach and connectivity among the trade routes of the world. With Dubai as its hub, UAE-based agents are an important part of cargo handling activities on the ground.

SPATIAL GLOBAL VISITS CSS GROUP



natial Global is an associate partner of CSS Group for developing the trade lane between the Gulf and the UK. The strong presence of CSS Group in the Middle East region was the key factor which brought the two groups together.

In March 2013, Bryan Hindle, Managing Director and Rachel Morley, Freight Manager, Spatial Global recently visited the CSS Group offices in the United Arab Emirates whereby both companies were

able to meet and discuss various strategies to grow their businesses and continue to strengthen their business relationship.

CSS Air freight division Senior VP, Ahmed Al Rais and its General Manager, Jacob Isaac strongly believe that the association of both aggressive agents and focused drive of Airfreight consolidation ex UK with Spatial Global, continue to bring in long term mutual benefits to the companies and clients.

CSS GROUP (a) BREAKBULK CHINA 2013



■he 2nd Annual Breakbulk China Conference and Exhibition was held during 12th to 15th March in the **International Exposition Center** in Shanghai, China. More than 130 enterprises have attended the Exhibition, covering many sectors of shipping industry, such as shipowners, freight forwarders, and equipment providers. This year's topic was "Targeting Sustainable Growth."

CSS Group participated as a first time exhibitor in Breakbulk China, showcasing its first class products and services to an array of visitors.

As a bid supporter for the Dubai Expo 2020, CSS Group showcased the Dubai Expo 2020 logo on its booth graphics and throughout its corporate material.

Breakbulk China 2013 is the largest conference and exhibition in Asia addressing the needs of traditional breakbulk and project cargo logisticians and CSS Group's delegation was headed by the Chairman of CSS Group, TS Kaladharan, Raj George, Senior

Vice President, Projects, Oil & Energy, Ajay Krishnan, Senior Manager Ocean Freight, CSS, Arjun Bose, Director CSS Abu Dhabi, Amith Horra, Marketing Manager CSS and Chandrakala, Asst. Manager, NVOCC Ops

CSS' booth was strategically located within the exhibition centre whereby there was an abundance of foot fall traffic which generated numerous inquiries and discussions at the booth.

Breakbulk China is one of three annual breakbulk and project cargo transportation conferences & exhibitions organized by Breakbulk Events, a division of UBM Global Trade, alongside Breakbulk Europe (Antwerp Expo May 13-16 2013) & Breakbulk Americas (Ernst N Morial Convention Center, New Orleans LA USA September 24-26 2013). www.breakbulk.com









GPLN ANNUAL MEETING

ABU DHAI

10th GPLN Annual **Global Meeting in Abu** Dhabi, U.A.E., April 16-18, 2013

Following the success of the 9th Annual Global Meeting, held in Singapore in 2012, the 2013 edition welcomed over 160 specialists in project logistics to the InterContinental Hotel in Abu Dhabi for intense networking meetings and relaxed gatherings during social functions.

GPLN brings together project cargo experts and

independent project logistics specialist companies from around the world, all of whom have an expert focus on project logistics.

For the 2013 edition of the GPLN Annual Global Meeting, over



160 members from 50 different countries signed up and attended the AGM in Abu Dhabi which is the highest number of attendees in GPLN history!

Furthermore 30 persons booked the Heavy Transport and Lifting Course on April 16 and close to 100 delegates joined the desert dinner on the last evening on April 18.

Raj George, Senior Vice President, Projects, Oil & Energy, CSS Group, Arjun Bose, Director, CSS Abu Dhabi, Ahmad Fuad, Asst. General Manager, CSS Abu Dhabi

and Narayan RT, General Manager CSS Bahrain represented CSS Group during the GPLN Annual Meeting 2013 whereby they were able to network with various members and discuss various trends and market forecasts within the industry.

Anil Balakrishnan Vice President, CSS Group

In line with its commitment to provide world class service to its clients and agency partners across the globe, CSS group has always endeavored to bring together professional and experienced hands from

across various transportation verticals. As another step in this direction, Anil Balakrishnan has taken over the role of Vice President - Business Development CSS group, stationed in Chennai, India.

A qualified Engineer by basic training, Anil brings with him Liner Shipping & Logistics experience of over a decade and half. After stints with engineering blue chip companies in India, he began his transportation career with Maersk Line in Dubai. A very enriching and rewarding career with the AP Moller Maersk group saw him successfully take on various challenging positions within the Middle East & Indian sub-continental geography. His previous assignment was as the Managing Director - Maersk Bangladesh.

Upon being asked on the reason he chose the CSS Group, Anil said, "Over my long exposure to the UAE, Oman and Qatar markets, I have seldom come across logistic companies like CSS which can boast of both client confidence, industry respect and fabulous employee loyalty. The CSS leadership is tremendously visionary and hence able to drive its corporate strategies well in tune with a very dynamically changing economic landscape of the geographies it straddles. It is truly a brand which evokes a sense of pride to belong, contribute and add value."

On behalf of the entire team at CSS Group and the Senior Management we welcome him to the CSS family and wish him all the best.



Vikram Narayan RDM_CSS Mumbai

FEBRUARY 2013

Vikram Narayan joined CSS Mumbai as Business Development Manager. He carries with him 14 years of rich industry experience starting at Sentrans India and navigating through major establishments before landing at CSS. Vikram is a creative person whose contribution may set new growth factors on the move

to CSS. As part of enhancing its talent pool, CSS India has recently inducted many professionals and experienced personnel recently. Vikram Narayan is a Graduate in Commerce from the Mumbai University. CSS wishes all success and whole-hearted cooperation to Vikram.

EMPLOYEES OF THE MONTH



Pramod Kumar - Transport Department given by Suku Sudhakaran, General Manager CSS Homeward Bound



Rishi Prasad - Pricing Department given by Ajay Krishnan, Sr. General Manager Ocean Freight



Nishad Radhakrishnan - Sales Forwarding given by Richard Varghese, BDM, Team Head



Shobi Prasad - CSLC-1 given by Sreenath V, Sr. General Manager - Projects, Oil & Energy-Operations

CSS GROUP HANDLES **BELL EQUIPMENT LTD**

ell Equipment Ltd who manufactures and supplies the most reliable, most fuel efficient and most safety conscious Articulated Dump Trucks (ADTs) in the world, recently appointed CSS Heavy Equipment Logistics division of CSS Group in association with Premiership UK by bringing the first demo product launch unit for the Middle East market.

With a customer base ranging from the quarrying, mining and construction sectors to waste, recycling, energy and general plant hire, Bell Equipment Ltd has also earned a reputation as the industry's benchmark provider of aftersales service and support.

"Bell Equipment Ltd has now decided to establish a presence in the Middle East and enter this market in order to promote and sell our products throughout the Middle East region. Our first unit is now here in the United Arab Emirates and with CSS for demonstration to leading construction companies as well as potential dealers and distributors. The complete logistics pre and post services of CSS Group have been excellent and

we look forward to strengthening our business relationship even more," said Mike Darch, Territory Manager, Bell Equipment Ltd.

"CSS's ability to supply this demanding sector with innovative logistical solutions for new and used equipment is recognized throughout the world and we are proud to be considered as the prime option for most of the leading manufacturers," said Ken Dinnadge, VP Business Development, CSS Group. "We also extend to our customers the use of our bonded secure storage facilities located in Jebel Ali Freezone, as these facilities can be used as an interim duty free area whereby your inventory can be kept for both short and long term requirements," he added.

CSS has continually developed over the years and has in place one of the most professional, well experienced global networks, which specialize in the complete shipping and logistics of new and used machinery globally door to door as well as capably shipping heavy machinery between any ports in the world.





CSS (a) **GULF FOOD** 2013

¬he importance of Dubai as a key trading hub for the global food industry was highlighted by the arrival of a number of country leaders, government ministers and top level delegations that attended Gulfood 2013, the world's largest annual food trade show, which took place in late February at the Dubai World Trade Centre.

An unprecedented number of government ministers from countries as far afield as Australia, Argentina, Canada, Denmark, France, Germany, Korea, Lithuania, Northern Ireland, Sri Lanka, the UK and the USA conducted key trade discussions during the opening days of Gulfood 2013. Her Excellency Sheikha Lubna Al Qasimi, the UAE Minister of Foreign Trade, addressed senior delegations on the opening day of the Food Leaders' Summit.

Attending the Gulf Food 2013 from CSS Group was Roshmon Manoli, Team / Route Development Manager (North America). "Facilitating trade both into and out of the region, Gulfood plays an important role in highlighting opportunities for food exports from the UAE," he said.

Speaking at the official Gulfood 2013, H.E. Helal Saeed Almarri, CEO of Dubai World Trade Centre (DWTC) and Director General of **Dubai Tourism & Commerce Market**ing (DTCM) said: "Dubai now plays a pivotal role in the global food industry from a number of perspectives, not least because the city hosts what has become the most important annual food trade event in the world. While Gulfood has attracted more and more exhibitors every year from a growing number of countries, this year's exhibition welcomed more government ministers and country

delegations than ever before. This is a clear indication of the stature and importance of Gulfood in elevating Dubai's position as the region's leading gateway for trade between East

and West."

According to the Industrial Bank, the UAE is the third largest re-exporter in the world with more than 70 per cent of its total agricultural imports re-exported annually.

Running from 25 - 28 February 2013, the exhibition hosted a record 4,200 exhibitors from 110 countries showcasing more than 50,000 brands across every sector of the F&B industry. Now in its 18th edition, Gulfood 2013 has increased in size by 13 per cent from last year with the addition of the new Zabeel Pavilion - a purpose-built hall spanning 12,000m² - bringing the exhibition space to a record 113,398m².





A NEW VENTURE FROM CSS

FREIGHT SOLUTIONS FOR HOTEL & RESORT LOGISTICS

CSS Hotel & Resort Logistics recognizes the specialized and complex needs of the hospitality industry and offers an integrated approach with a turn-key solution. We understand the requirements of shifting project time-lines, warehouse management coupled with a planned installation process and the need for maintaining high quality standards. We are your single-source shipping solution!





CUSTOMIZED AND COMPREHENSIVE SERVICE PORTFOLIOS

The CSS Group has grown over the years to be recognized as one of the leading Integrated Freight Forwarding & Logistics Solutions Provider. With a philosophy of nurturing business relations and promising mutual growth, the company has come a long way in its journey to be recognized as a one-stop-shop.

CSS Hotel & Resort Logistics works closely with owners, operators and vendors while maintaining a flexible, innovative and dedicated approach to ensure that a project is completed within budget, on time, and to your complete satisfaction.

We can assist you from early support during the pre-opening stages to providing post-opening logistics services. Pre-opening hotels require the coordination of an extensive amount of purchase orders between multiple vendors to ensure efficient delivery and installation and CSS Hotel & Resort Logistics can coordinate the entire transportation process.

We have our own warehouse facilities enabling the safe storage of equipment and consumables until the requirement of its timely and efficient delivery.

Services Offered

- Hotel site logistical survey and operation planning
- Total Freight Management
- Customs Clearance
- Warehousing & Delivery

- FF&E Installations for Hotel opening and Refurbishing projects
- OS&C Delivery
- Internet-based tracking and tracing
- Insurance
- Relocation services for Staff, Chefs and Executives

Please Contact:

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Website: www.cssgroupsite.com

CAROTRANS BOOSTS GLOBAL **IMPORT SERVICE NETWORK**



Tith an increase in demand for value-added global import transportation services, Caro-Trans, a leading global NVOCC (Non vessel operating common carrier), ocean freight consolidator and longstanding alliance partner to The CSS Group, is strategically expanding its import service operations and coverage in key trade lanes. Along with greater import service options, today's logistics providers also need efficiency-building e-commerce resources. To address this need, CaroTrans actively develops advanced e-commerce tools and systems to enhance the management and processing of import shipments.

In the last twelve months, CaroTrans has expanded its global import service network in key global trade regions including: Asia, North and South America, Middle East and Europe. In November 2012, CaroTrans introduced four LCL import services from China, including Shanghai, Ningbo, Shenzhen, and Hong Kong, to Valparaiso, Chile. CaroTrans' wholly

owned and operated Chile office supports the strong South America trade region and the company's global infrastructure. In China, CaroTrans delivers first-class. customer-focused service from seven, local CaroTrans offices in Guangzhou, Hong Kong, Ningbo, Shanghai, Shenzhen, Tianjin, and Xiamen.

Two new Shanghai -U.S. East Coast import services also mark CaroTrans' growing Asia service network. The expansion includes a new Shanghai to Atlanta port call and another weekly call in New York.

CaroTrans offers a broad range of import services from Europe thru primary gateways located at the origins of Rotterdam, Antwerp, UK, Germany, Scandinavia, Prague, Italy, Spain and LeHavre.

Managing, processing and tracking import shipments requires logistics technology that streamlines processing and provides timely cargo data for better decision making. CaroTrans offers customers an

array of flexible and easy-to-use Webbased e-commerce tools such as their online Freight Release solution that allows customers to easily select and pay for import shipments online to expedite cargo availability. CaroTrans' innovative Door to Port Rate application is another extremely effective eTool that boosts processing efficiency and customer satisfaction for Caro-Trans' global freight forwarder customers. Users calculate a combined transportation cost for LTL (less than truckload) and LCL (less than container load) shipments for specific origin-destination routes. A variety of route/sailing options are presented allowing customers to evaluate and select transportation services based on transit time/destination ETA (estimated time of arrival) and cost.

Offering new, timely global import service options to meet the needs of its customers is CaroTrans' aim, as well as adding value from innovative, advanced logistics technology solutions.

VALICIOUS FASHION EVENT LA FASHION GROUP

DIVAlicious, the event which became the talk of the town, proved yet another huge success in its latest event that took place at the Jumeirah Emirates Towers on Feb. 23rd, 2013. Besides shoppers, the event was attended by high end boutiques which gave further brand exposure to more than sixty exhibitors who participated this year from across India, Pakistan, Dubai and Turkey.

Designs showcased by international designer Sasikala of Kala Fashion group received great response from attendees and generated great excitement amongst the fashion community in attendance. "DIVAlicious is a great platform to showcase Kala Fashion *Group's designs and* products and since its inception. DIVAlicious has grown into an international event whereby it attracts visitors from around the world every year. I am pleased with the turnout and sales generated this year and look forward to next vear's show," added Sasikala,

Fashion Designer & Owner of Kala Fashion Group.

In her comments on the event. Vanita Bhatia, Founder and Managing Director of DIVAlicious said, "This vear's event was another proof of the high end level the brand has reached, besides the great footfall, shoppers indulged in shopping throughout the day from our portfolio of sixty plus exhibitors, our media partners also had good presence which added value to the event."





For further information, please contact:

Designer & Owner: SASIKALA

E-mail: info@kalafashiongroup.com

Follow:

www.kalafashiongroup.com www.facebook.com/KalaFashionGrp www.twitter.com/KalaFashionGrp

AL NOOR-SAMSUNG **FAMILY FUN FAIR 2013**







l Noor Training Centre for Children with Special Needs opened its doors to the annual Al Noor-Samsung Family Fun Fair, one of the most anticipated charitable events on the Dubai Calendar on Friday 8th of March.

"I am delighted that we are once again volunteering with Al Noor for their Family Fun Fair 2013," said, Amith Horra, Marketing Manager, CSS Group.

Families and children enjoyed a dedicated fun zone area featuring bouncy castles, rides, game stalls, along with magic shows, painting competitions, quizzes, great bargains, and the interesting Samsung raffle/ prizes.

In addition to this year's event was the selling of leading luxury brands clothes with over 90% discount.

"All the proceeds from Al Noor - Samsung Family Fun Fair contributes in the Centre's running costs, which has taken a vital role

in the fund raising initiatives," said Isphana Al-Khatib, Director of Al Noor Training Centre for Children with Special Needs.

ABOUT AL NOOR

Al Noor Training Centre for Children with Special Needs is a non-profit organization which falls under the Ministry of Social Affairs. For the past 31 years, Al Noor has been providing high quality professional training to the special needs community in Dubai. In 1981, The Centre started with 8 children and have since grown to a recognized establishment with over 270 students. In 2007, it moved to its own premises in Al Barsha. The purpose-built facility has been donated to us by HH Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of UAE, Ruler of Dubai and through the benefaction of HRH Princess HavaBint Al Hussein.

The Centre can accommodate up to 300 special children. The current roster com-

prises of 277 children from 35 nationalities with various physical and cognitive challenges such as Down syndrome, Cerebral Palsy and Autism. Al Noor uses a trans disciplinary approach to implement its training programme and in addition to teaching, offers Physical Therapy, Occupational Therapy, Speech and Language Therapy, Psychological services, Sports and Music. Al Noor also has its own Work Placement Unit which trains students with a capability for open employment.

Smiles n' Stuff is Al Noor's very own vocational training gift and coffee shop. It is the only one of its kind in the GCC, where all the products are handcrafted by children with special needs. The goal of Al Noor's Vocational Training Unit is to make children skilled and productive members of the community and training is offered in the Carpentry, Screen Printing, Sewing, and Bakery Units. This initiative also helps raise awareness and funds for Al Noor Training Centre.

ALPHA PALLIATIVE

lpha Palliative Council affiliated to the Indian Business and Profes-▲sional Council (IBPC), Sharjah, UAE works towards enhancing the awareness



about palliative care among the people living in the United Arab Emirates and supports the activities of Alpha Pain Clinic in Kerala. The support group recently organized its 3rd annual Gala Dinner for members on March 9th, 2013 at the JW Marriott in Dubai, UAE.

CSS Group, a long term patron and sponsor of Alpha Pain Clinic attended the gala dinner by sponsoring a table for its staff and guests. The function was inaugurated by His Excellency, Shri Sanjay Verma, the Consul General of India and Malayalam cine star, Shri Vineeth was the guest of honour

Alpha Pain Clinic has been acknowledged as the largest home care provider in India, since its inception 8 years ago, having made 29,857 home care visits by teams of specially trained doctors and nurses. "Considering an average distance of 14 kms per home care visit, the distance covered works out to 417,998 km which is more than 10 times the circumference of the earth at the equator!" said, KM Noordeen, Alpha Charitable Trust Chairman. Today, Alpha Pain Clinic has grown to a membership base of 800 people and CSS Group is proud to be associated and continually build upon its Corporate Social Responsibilities amongst the community.





If you would like to play the game, try to work out the answer to the following question before carrying on to read the answer.

What have the following books and authors got in common?

"Harry Potter and the Philosopher's Stone" - J.K. Rowling. "Watership Down" - Richard Adams. "The Jungle Book" - Rudyard Kipling. "The Hunt for Red October" - Tom Clancy.

The answer:- All the books and authors were rejected by publishers, not once, but several times. Harry Potter went unrecognised by numerous publishers including Penguin, who also initially turned down Richard Adam's classic along with some 13 other publishers. Likewise Rudyard Kipling and Tom Clancy initially suffered the same fate.

Brilliant ideas are often rejected in all walks of life. Some of the reasons for being turned down, with the benefit of hindsight, give us all an opportunity to laugh at what appears to be ridiculously naïve assessments of the ideas.

A United Kingdom Member of Parliament, Mr. Scott-Montague MP, is on the record in 1903 as saying; "I do not believe the introduction of motor-cars will ever affect the riding of horses."

Just as funny is Western Union's internal memo in 1876; "This 'telephone' has too many shortcomings to be seriously considered as a means of communication. The device is inherently of no value to us."

No doubt music lovers will like this one? "Guitar music is finished, it will not

last." – Dick Rowe, talent head at Decca Records UK, turning down "The Beatles" though to his credit he later signed up "The Rolling Stones".

So why is it innovative ideas are thrown aside? The first thing to consider is where the person was when the idea originated. Usually ones, that are initially rejected, start their life with a lone creator. Maybe, like many others, you find your favourite place to have new ideas is when taking a shower. Albert Einstein said that he had his best ideas when either shaving or washing. The second consideration is what causes ideas to spring into our minds. With showering it is said that it's the ritual of cleansing, flushing away grime, and the fact that showering wakes you up so spurring our creativity. Add to this mix a popular opinion, that it is the noise of the water flowing which stimulates your mind, and it becomes easy to understand why showering turns out to be the most favoured place for ideas. The more scientific amongst our readers may prefer the explanation that it is a dopamine high, relaxed state and distracted mind which a shower generates which makes for our great ideas originating in the shower.

However this very popular location has one quality which is both an advantage and also a draw-back. You are on your own. As a creator you are free to think without interruptions but also you are not able to share your thoughts with others until later. It seems that most ideas, which are initially rejected, are not presented as part of a team effort. With the aid of a team, one is able to present and focus a body of opinion when presenting the idea. Equally one has to make sure

that your presentation is aimed at someone who understands what you are talking about. This is not as easy as it sounds especially in today's culture of specialisation. A new idea often "breaks the mold" so someone, who has a specialised focus, may not be able to comprehend what to you, as the inventor, seems obvious.

So to increase your chances of having your idea recognised:

- Try and convince your team get them on your side.
- Target and know to whom you are making your pitch.
- 3) Keep it simple.
- 4) Have an unmoveable belief in yourself.

This forth requirement is the most important attribute to have, which is why I have left it to the last, as it underpins everything else. "Belief" is an inherent characteristic which is clearly demonstrated by everyone who eventually succeeds after rejection. They have a belief in themselves and their invention which means that they NEVER give up. It is a sacrosanct requisite that everyone with an idea, who wishes to "hit the jackpot", must never waver from having total belief in themselves, a belief which transcends all obstacles. A rejection is just another step on the road to success. This brings to mind that I have just

written a book about the adventures of a magical talking elephant, "The enchanting adventures of Abul Kandula." I have not sent it to anyone yet. Shall I send it to you to be rejected?

LUCKY WINNER

As part of our continuous commitment to the freight forwarding fraternity, CSS initiated a thank you scheme over 5 years ago, whereby one lucky name out of the scores of business cards that are dropped into the raffle bowls placed at the D/O counter at the CSS Corporate Office and CSLC-1 in Jebel Ali will be rewarded with a gift.

The winner picked selected and rewarded for the months of January-February 2013 was Santhosh from Total Moving & Storage LLC who walked away with gift vouchers worth 200 AED from Lulu, presented by Fida Asghar, Team Manager, NVOCC, CSS Dubai.



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Blessy George

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OCL EAGLE OCL EAGLE	019S 020S	11-May 18-May																			13-May 20-May								
OCL EAGLE OCL EAGLE	021S 022S	25-May 1-Jun																			27-May 3-Jun								
OCL EAGLE NAXIHE	023S 134	8-Jun 6-May								14-May											10-Jun								
NORTHEN PRELUDE EVER RESULT	028E 029E	13-May 20-May								21-May 28-May																			
WAN HAI 503 ITAL MODERMA	001E 02E	27-May 3-Jun								4-Jun 11-Jun																			
NAXIHE NORTHEN PRELUDE	0135E 02E	10-Jun 17-Jun								18-Jun 25-Jun																			

SAILING SCHEDULE

outbound

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		JEBEL ALI	ABU DHABI	Z	ALEXANDRIA	AQABA	BAHRAIN	CHENNAI	COCHIN	COLOMBO	DAMMAM	S ES	圭	FELIXSTOWE	GENOA	HAMBURG	JEDDAH	KARACHI	KUWAIT	MOMBASA	MUSCAT	NEW YORK	4VA SI	PORT SUDAN	RIYADH	ROTTERDAM	UMM QASR	SHANGHAI	SINGAPORE
VESSEL	VOY	当	ABI	ADEN	ALE	AQ.	BA	CHE	8	00	DAI	PA	DELHI	田田	GEI	Ħ	핔	₹	Ϋ́	MO	M	NE	Ĭ	PO	RIY	8	5	SH	S
EVER RESULT HYUNDI GENERAL	030E 0547E	24-Jun 1-May								2-Jul																			14-May
HYUNDAI COLOMBO	54	8-May																											21-May
HYUNDAI FREEDOM	0520E	15-May																											28-May
HYUNDAI CONFIDENCE HYUNDAI HIGHNESS	520E 520E	22-May 29-May																											4-Jun 11-Jun
HYUNDAI BANGKOK	038E	5-Jun																											18-Jun
HYUNDAI GENERAL	548E	12-Jun																											25-Jun
HYUNDAI COLOMBO HYUNDAI GENERAL	055E 547E	19-Jun 1-May																5-May											2-Jul
HYUNDAI COLOMBO	054E	8-May																12-May											
HYUNDAI FREEDOM HYUNDAI CONFIDENCE	520E 520E	15-May 22-May																19-May 26-May											
HYUNDAI HIGHNESS	520E	29-May																2-Jun											
HYUNDAI BANGKOK HYUNDAI GENERAL	038E 548E	5-Jun 12-Jun																9-Jun 16-Jun											
MAERSK CALIFORNIA	1332	4-May																10-Juli	6-May										
MAERSK CALIFORNIA	1334	11-May																	13-May										
MAERSK CALIFORNIA MAERSK CALIFORNIA	1336 1338	18-May 25-May																	20-May 27-May								\vdash		
MAERSK CALIFORNIA	1340	1-Jun																	3-Jun										
MAERSK CALIFORNIA MAERSK CALIFORNIA	1342 1344	8-Jun 15-Jun	_																10-Jun 17-Jun						-		\vdash		
NICOLE MAERSK	1308	7-May															14-May		17-7011										
HOA DUM2	1302	14-May															21-May										П		
SUMMER E STADT KOELN	1304 1304	21-May 28-May													\vdash		28-May 4-Jun				 						\vdash		
NICOLE MAERSK	1310	4-Jun															11-Jun												
NORTHERN DEPENDANT NICOLAI MAERSK	1304 1310	11-Jun 18-Jun		_											\vdash		18-Jun 25-Jun										\vdash		<u> </u>
NEDLLOYD AFRICA	1308	6-May			23-May												20 VUII												
SAGITTA NEDLLOYD EUROPA	1308 1308	13-May 20-May			30-May 6-Jun										_														_
NEDILOYD ASIA	1308	27-May			13-Jun																								
NEDLLOYD AMERICA	1310	3-Jun			20-Jun																								
NEDLLOYD OCEANIA NEDLLOYD AFRICA	1310 1310	10-Jun 17-Jun			27-Jun 4-Jul																								
NAXIHE	134	6-May							12-May																				
NORTHEN PRELUDE EVER RESULT	028E 029E	13-May 20-May							19-May 26-May																				_
WAN HAI 503	001E	27-May							2-Jun																				
ITAL MODERMA NAXIHE	02E 0135E	3-Jun 10-Jun							9-Jun 16-Jun																				
NORTHEN PRELUDE	02E	17-Jun							23-Jun																				
MAERSK CHICAGO MAERSK DENVER	1302 1302	4-May 11-May																				29-May 5-Jun							
MAERSK DETROIT	1302	18-May																				12-Jun							
MAERSK MEMPHIS MAERSK COLOMBUS	1302 1302	25-May 1-Jun																				19-Jun 26-Jun							
MAERSK PITTSBURG	1302	8-Jun																				3-Jul							
MAERSK HARTFORD KARUGA	1302 023W	15-Jun 9-May																				10-Jul					11-May		
KARUGA	024W	16-May																									18-May		
KARUGA KARUGA	025W	30-May																									1-Jun		
OOCL NINGBO	026w 001E	6-Jun 5-May																									8-Jun	25-May	-
COSCO KOREA	022E	12-May																										1-Jun	
OOCL EUROPE TESSA	052E 3315	19-May 14-May													11-Jun													8-Jun	
RIO DE LA PLATA	3316	14-May													11-Jun														
TAIPEI RIO BLANCO	3317 3318	21-May 25-May													18-Jun 22-Jun												\vdash		_
VENEZIA	3319	4-Jun													2-Jul														
CAP VERDE RIO BRAVO	3320 3321	11-Jun 18-Jun													9-Jul 16-Jul														_
APL TOURMALINE	84	3-May		18-May											10 001														
APL SEOUL APL SHENHEN	42 115	10-May 17-May		25-May 1-Jun																									_
APL DOHA	37	24-May		8-Jun																									
APL TOURMALINE	85	31-May		15-Jun																									
APL SEOUL CMA CGM WAGNER	43 962W	7-Jun 6-May		22-Jun											H											19-Jun	\vdash		\vdash
CMA CGM PUCCINI	964W	13-May																								26-Jun			
CMA CGM BELLINI CMA CGM MOZART	968W	21-May 27-May																								4-Jul 10-Jul	\vdash		
CMA CGM ROSSINI	972W	10-Jun																								24-Jul			
CMA CGM STRAUSS WAN HAI 172	974W W112	18-Jun 2-May																							4-May	1-Aug	\vdash		<u> </u>
WAN HAI 172	W113	9-May																							- iriuy				
WAN HAI 172 WAN HAI 172	W114 W115	16-May 23-May													\vdash										25-May		\vdash		<u> </u>
WAN HAI 172	W116	30-May																							25-May 1-Jun				
EMIRATES MOMBASA NICOLAS DELMAS	2S087S 2S089S	7-May 15-May																		16-May 24-May					\vdash				<u> </u>
MARIE DELMAS	280918	21-May																		30-May									
CMA CGM LA TOUR JULIA DELMAS	2S093S 2S095S	28-May 3-Jun																		6-Jun							Н		\vdash
EMIRATES MOMBASA	2S097S	11-Jun																		12-Jun 20-Jun									
NICOLAS DELMAS	280998	18-Jun																		27-Jun									

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