

CSS AT THE ABU DHABI YACHT SHOW



**CSS ABU DHABI AND PETERS & MAY
ATTEND THE ABU DHABI YACHT SHOW
CONDUCTED FROM 24TH TO 26TH MARCH 2011**

The ADYS inaugurated on the 24th of March by H.H. Sheikh Nahyan Bin Mubarak Al Nahyan, (Minister of Higher Education and Scientific Research) is the 3rd Yacht Show held in Abu Dhabi. Since its inception in 2009, the show has attracted some serious buyers and has been a very important show for the leading players in the Yacht Industry worldwide. Abu Dhabi, with its expansion plans and development of Marina based projects; the influx of Yachts in the ports is only inevitable. The leading players notice that the time is priming to make their presence felt especially in Abu Dhabi market which had bounced back the quickest with least effects of the global economic slowdown.

CSS Abu Dhabi and Peters and May (Suku Sudhakaran AGM CSS Abu Dhabi and Edward Morgan - Manager Yacht & Marine Logistics) had attended the same. They met a number



of clients that they have been servicing and also learnt that a number of their clients had signed a number of high profile contracts thus ensuring a large amount of business for their office. CSS and Peters and May, being one of the top players, have already been approached for logistics assistance for handling the various aspects of the Yacht logistics from sourcing small spares to moving luxury yachts. There has been an equal mix of enquiries for imports and exports alike, with a lot of yachts moving into Abu Dhabi and leaving to areas within the Middle East.

CSS and Peters and May feel it is important to be visible at such exhibitions as they are vital for promoting the company's products and services and networking with clients. Due to the success of this years show both CSS and Peters and May are closely working together to secure a place for the 2012 edition of the Abu Dhabi Yacht show.



CSS ABU DHABI

PRESENCE AT THE ARABIAN
CONSTRUCTION WEEK /
INTERMAT 2011 EXHIBITION
AT ADNEC



As part of its portfolio of supporting the logistic requirements of the new and used construction machinery and equipment clientele CSS Abu Dhabi have attended the recent Arabian Construction Week exhibition at ADNEC. The exhibition was held between the 28th and 30th of March 2011. Termed "The Middle East's International Exhibition for Sustainable and Innovative Construction" clearly states its prominence to the region which is developing in every aspect.

Despite the economic slowdown in 2010, the construction industry in Abu Dhabi has witnessed fresh contracts awarded valued at US\$35.5 billion; 66% of the value of all contracts awarded in the UAE for 2010 (courtesy: Ventures Middle East).

2011 is seeing Abu Dhabi awarding new projects to the industry. There is an

estimated USD 560 billion worth of construction contracts to be awarded in 2011. We are positive that a record number of our construction clients will be awarded these prestigious contracts and we at CSS Abu Dhabi aim to add value to the clients proposal by providing and equipping them to be competitive in their bids to win projects, enabling to execute the projects ahead of projected hand over dates.

At CSS Abu Dhabi we have the right know how, a strong global network, dedicated professionals, strong relations with leading suppliers for Air, Sea and Land carriage and strong communication capabilities to name a few. With these aspects CSS Abu Dhabi has already created a name for itself in the market as being the preferred logistics partner for some of the biggest names in the New and Used Construction machinery and equipments industry.

CSS Abu Dhabi and Book Logistics

CSS Abu Dhabi was approached by one of our Book Logistics network partner mentioning that their client would like to have some assistance at the Abu Dhabi International Book Fair recently held at Abu Dhabi National Exhibition Centre between the 15th March 2011 to 20th March 2011. Ms. Eunice Tse, Director – Business



Development at TSE World Wide Press, Hong Kong was introduced to us and she was in need of some help in getting acquainted to Abu Dhabi and also for having a person who could help her with introductions and translations for her Arabic speaking visitors and prospective clients at the Abu Dhabi Book Fair. The task was handled by Rose Fawzy, Customer Service Executive at CSS Abu Dhabi who handles the customer service and agents enquiries communications. Rose with her proficiency in both English and Arabic, her friendly and helping nature made the client comfortable and she in turn helped the client generate many leads which we are sure will convert into business.

Abu Dhabi is going to see at least 20 new education institutions ranging from schools to universities scheduled to be opened 2011 through till end of year 2012. This will increase in the requirements of books printed materials etc from many parts of the world. CSS Abu Dhabi is coordinating imports of books coming in from USA, UK and Far East. We feel that the increasing demand will create imports from other parts of the world as well; we will see increased volumes coming in from the sub continent as well. With these prospects, CSS Abu Dhabi along with the CSS Air Freight division are benefiting special rates from the airlines and therefore offering the most competitive packages for its clients.

CSS ABU DHABI RELOCATIONS

UAE always know for being expat friendly, security, good quality of life, tax free, high GDP and a long list which can go on has attracted a lot of people to come and stay in the UAE either on employment or running own businesses. This has created a huge demand for relocations to and from the UAE. With Abu Dhabi being the capital and also with the Oil and Gas sector being very prominent there are a lot of people who are relocated on project basis and thus has a higher demand of relocations. At the CSS Abu Dhabi Relocation Division we believe in making a difference in the market which is already being catered to by players both big and small. CSS Abu Dhabi Relocation Division is being recognised and has been growing at an extremely fast rate.

CSS Abu Dhabi Relocations have a group of friendly and customer oriented surveyors, well experienced professional packers, our own warehouse and own vehicles to ensure that we provide a complete package to the client so that they do not have to deal with subcontractors or any kind of third parties.

Being Members of CAM, IAM and ARA we have partnered with professional companies worldwide who are recognized not just for the name but also for the service hence we ensure that we take care of the client thought the whole move when it comes to international relocations. Local moves may be less hassle for the client but it holds the same importance with us and we do not compromise on the quality of the packing methods and materials.



SERVICES OFFERED:

- Worldwide packing and moving of personal effects
- Local and International removals (Homes and Offices)
- Customs clearance and door to door service
- Warehousing
- Transportation
- Comprehensive insurance

OUR FACILITIES & STRENGTHS:

- Own warehouse facility
- Operating a fleet of own trucks
- Multilingual staff
- Well trained and experienced professionals

INDUSTRIAL PACKING AND LASHING



- Safety trained Professional Carpenters and Riggers
- Trained surveyors for conducting survey and assessments of cargo and loads to be packed / lashed,
- Lloyds Germanischer certified lashing materials.
- Our packers are trained by Cordstrap who is one of the most recognized training centres in the region.
- Own warehouse / carpentry shop equipped with the state of the art machinery
- Mobile units to do packing and lashing at client locations and emergency requirements.
- Multinational Clientele.
- Arrangement of Third Party Inspection, Insurance, Crane, Transport etc.

WAREHOUSE AND LOGISTICS

CSS Abu Dhabi has been seeing an increased number of enquiries from various clients for safe, clean and secured cargo storage in the Mussafah.

CSS Abu Dhabi ICAD 1 Logistics facility has been instrumental to cater to this requirement of our client. The warehouse being completely managed by our own well experience personnel and equipment makes handling our client's requirements very easy. This being a multipurpose facility is used for short (daily) and long storage of cargo (yearly), container stuffing and destuffing, cross stuffing, packaging, palletizing, being a semi racked facility we can provide for client who requires racking for their cargo as well as clients who require just the floor space. Being in ICAD (Industrial City of Abu Dhabi 1) we are in a secured area and we always maintain the highest of safety standards in all our handling of cargo.



OIL AND GAS INDUSTRY

Held under the patronage of His Highness Sheikh Khalifa Bin Zayed Al Nahyan, President of the UAE, ADIPEC was inaugurated with the attendance of His Highness Sheikh Hazza Bin Zayed Al Nahyan, National Security Adviser to a footfall of over 10,000 visitors on Day 1 of the event alone.

The highly anticipated ADIPEC 2010, also witnessed for the first time a

join participation between CSS Abu Dhabi and GPLN at one of the largest International Petroleum Exhibition and conference in the world.

The event, which lasted over four days, had a total footfall of over 38,000 visitors at the end of Day 3 only. Over \$4bn dollars of deals have been confirmed as a result of this year's Adipec (Abu Dhabi International Petroleum Conference and Exhibition) with some



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of the biggest names in the global oil and gas industry securing contracts and re-confirming deals at the four day event.

Hifazat Ahmad, event director of ADIPEC, said: “There has been a real buzz on the show floor, whether its deals being discussed, relationships being formed or partnerships coming together. Many of these deals may have been in talks for months but companies recognize that ADIPEC is an ideal platform to sign on the dotted line and confirm the projects.”

During the course of the 4 day exhibition, Suku Sudhakaran, Asst General Manager, Ahmad Fuad, Branch Manager and Gillian Alexander, Manager – Sales & Customer Service with the GPLN members took the opportunity to increase their visibility amongst the key players in the Oil and Gas industry while meeting various members of the GPLN fraternity through which numerous partnerships were created and commitments made for future business.



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