

# LIGHTHOUSE

## REBUILDING KERALA

CSS Group's CSR Initiative

## MOVING TRUCKS TO MALE

## GPLN AGM

CSS attends GPLN AGM  
in Bremen

## LEADING FROM THE FRONT LINE



# PROJECTS OIL & ENERGY



**Consolidated Shipping Services L.L.C.**

P.O.Box 61334, Jebel Ali, Dubai, UAE

Tel : +971-4-8872333, Fax: +971-4-8872335

Email : [infoprojects@cssdubai.com](mailto:infoprojects@cssdubai.com)



# LIGHTHOUSE

## CHAIRMAN'S MESSAGE



T S Kaladharan

'Righteousness' was a word which former India President Dr. APJ Abdul Kalam used in most of his speeches. Its frequent use made me ponder on the meaning which may be defined as, 'a quality of being morally correct and justifiable'. It helped me recognise that in our lives, both personal and professional, there are situations where we have to take decisions that may not be so comfortable for everyone. I have personally found myself, many times, in such a dilemma.

The way forward is to remember the concept of 'righteousness'. When we are able to justify our thoughts and decisions as being right, we should not hesitate in taking the initiative. I have never delayed acting decisively about an issue which is correct and good for the larger group.

My observations indicate that a large majority are reluctant to be as quickly and effectively resolute, especially when bold decisions are needed.

Their biggest problem seems to be that they don't have the courage to say, "No". I have always found that if one strongly disapproves of something then there is little point in trying to appease others by saying, "Yes". To do so will not only destroy yourself mentally but also weaken your self-esteem. Why do others find it so troublesome to say, "No"?

It is because there is a fear of rejection, not being liked by others or anxious at having to perhaps stand-alone upholding what you believe?

Whatever feeds such reluctance can be assuaged by remembering Dr. APJ Abdul Kalam's concept and start acting with 'righteousness'. The more you do so the more you will be prepared and confident to take meaningful decisions, for the good of others and your own well-being.

This latter sentiment is so appropriate when we realise the tragedy that has unfolded in my home state of Kerala. The relentless force of nature's floods has brought disaster and heartbreak. "For the good of others and your own well-being", provides a mantra spurring all to wholeheartedly join in supporting efforts to help the rescue services and provide succour for those in need.

I pledge to do all I am able to do to assist others in their time of great need. I express my sincere prayers on behalf of CSS Group and myself; knowing that 'Righteousness' being shared by all, amongst us all, will see Kerala recover from this terrible tragedy.



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**For enquiries and suggestions:**

**communications@cssgroupsite.com**

**Download Lighthouse online at [www.cssgroupsite.com](http://www.cssgroupsite.com)**

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# LEADING FROM THE FRONT LINE

## ■ OPERATIONS & PROJECTS

The Lighthouse editorial team sat down with **Sreenath V.** – Vice President Operations & Projects – to know more about his dedication to the field of logistics and freight forwarding, what his motivation is and more.

By: Minaal Pervaiz



**Sreenath V**  
Vice President  
Operations & Projects

### If you were to describe yourself in under two minutes, how would you sum it all up?

Team player, flexible and open to constructive ideas.

### How did you first get involved in the Shipping, Liner and Logistics industry?

Getting into the logistics industry was purely an accidental occurrence. I started off my career by being part of the customs clearing division and as opportunities presented themselves, I kept learning various aspects of the logistics industry.

### Tell us how you got to join the CSS Group. Why did you want this job?

CSS was - by 2002 - a very fast-growing organization. I met Mr. Kala [CEO and Founder, CSS Group] and Mr. Anil Kumar [Finance Director, CSS Group] through a mutual friend. We sat down for a casual cup of coffee and we discussed the role they had in mind. Now, 16 years later, I sit here as the

Vice President of Operations & Projects!

### What do you think it takes for an employee to get ahead in the CSS Group?

There is no alternative to hard work and when it is combined with honesty and passion, growth is imminent. There are a lot of opportunities still around for youngsters in the CSS Group. If they understand that growing laterally too is an achievement, then for sure they will [get ahead].

### Could you tell us about the portfolio you are currently managing?

Presently I work along with the operations team of Consolidated Shipping Services, be it the CFS or the SCM requirements, take care of the Transport department activities, and commercially involved with the projects division under Mr. Raj George.

### How would you handle failure?

Failure can only be understood as being a corrective step towards

success. Why not embrace it, learn and look forward to new doors?

### What do you enjoy most about working here?

Being a part of a big family, where everyone cares for one another, works as a team to find solutions and then enjoy the fruits of their labor - together.

### What is your personal philosophy on working with logistics and freight forwarding at this point?

I have moved ahead in my career simply due to the passion I developed for the job I do. I am still learning the nuances of this industry. The logistics industry is an ocean and you never get tired of learning new things on a daily basis.

### What do you think the current state of affairs are in the industry and possible (positive/negative) predictions using your knowledge at this point?

The market is on a course of stabilization with various aspects affecting our industry. As CSS, we have always ridden the wave quite fine over the years and are confident that we will ride this one too very smoothly. Of course I am not predicting anything but - as a team and putting in a consolidated effort - we are earmarked to do well.

### What motivates you?

It is the team, the people that one works with that motivates one automatically. I appreciate every day that I can walk into my office and interact with such willful and intelligent colleagues. That is my motivation – I keep going because I want to, not need to.

# MOVING TRUCKS TO MALE

## AIR CRAFT RESCUE FIREFIGHTING TRUCKS, MOVED BY CSS PROJECTS TEAM

An interesting project movement was successfully concluded by CSS Projects team lead by Sony Mathews recently. The details of the movement were explained to Lighthouse by Sony himself. Air Craft Rescue Firefighting trucks were the cargo. There were Two trucks to be moved from its origin at Jebel Ali to the destination at Male. The experienced CSS projects team conducted the pre-move survey of the route and the destination prior to the commencement of the move. Each point of the entire project was carefully assessed to ensure a fool proof and smooth journey of the cargo.

The trucks which were Out of Gauge, were loaded on to Flat Rack containers using special lifting gears. "We enjoyed each point of



the project execution. The movement was challenging at the same time exciting. Two cranes were engaged for tandem lift. Special wooden

supports were provided for the accurate positioning of the trucks onto the flat racks. The trucks were lashed on to the flat racks and secured with suitable chains & buckles", mentioned the team leader.

All documentation and sanction pre-requisites were properly met so as to ensure a hassle-free cargo movement. "Project movements always demand experience and skilful handling. Executing the movement on-time with cent percent success is what we look into, at CSS. Our past experience and successful results attract clients to us when such demands pitch in", commented Raj George, Senior Vice President, Projects Oil & Energy, CSS Group, after the successful project completion.



## CSS - EMPLOYEE OF THE MONTH

SIVASUBRAMANIAN -CFS, awarded by Chandrakala(CK), COO, NVOCC, CSS Group

JUNE 2018



# CARGO BY AIR

## ■ PROJECT CARGO MOVEMENT FROM DUBAI TO LAGOS

CSS Projects team has released details of an Air Project Cargo movement done to Lagos recently, to Lighthouse. The said movement was successfully handled and completed by the Projects team at CSS Dubai. 68 tons of Pipes, flanges, stud bolts and nuts were air freighted from Dubai to the African destination.

"Extensive examination of the scope and aim of the project movement needs to be analysed before commencing such projects. Our experience in the field of project forwarding helped us a lot in this regard" said Sajith Vijayan, Manager, Projects Oil & Energy Division, CSS Dubai.

As per Sajith, the main challenge in this particular project was managing the movement within a short time frame. The entire cargo was moved in four different lots and different



aircrafts, based on cargo movable on passenger flights and cargo flights and with minimum transhipments. The scope of the project included collection of the cargo, completion of airworthy packaging and per the airline guidelines and doing the airfreight.

"Timely follow up with the airline companies and updating the client about the status of the cargo in regular



intervals becomes indispensable to keep the movement robust. The assistance from the air freight department at CSS Dubai needs a special mention here. They have done a commendable job in successfully executing this project", mentioned Sreenath V., Vice President, Projects Oil & Energy Division, CSS Group.

The successful completion of this air project cargo movement has once again proved the trustworthiness of the Projects division of CSS Group, who have already in its credit a long list of renowned Project cargo movements in the Middle East over the last two decades.



## APM TERMINALS' FLEXIBLE STORAGE SOLUTION REDUCES COSTS AND SUPPLY CHAIN COMPLEXITY

A new storage solution is being trialled by APM Terminals. The solution removes the need for customers to store containers or transport them separately when production and port schedules do not match up. The company's Maasvlakte II Terminal in Rotterdam, the Netherlands, is the first terminal to trial the 'Early Gate In' service. This allows the delivery of containers to the terminal outside of the normal permitted time

frames, and therefore removes the need to deliver containers to an inland storage location for temporary storage or to deliver them in separate shipments. Delivering straight to the terminal removes the costs and complexity of additional transport between the inland depot and the terminal. And by enabling just one larger delivery between for example the factory and the terminal, economies of scale can be achieved.

*Source : Online news portals*

# MOVING EMOTIONS

■ YACHT & MARINE LOGISTICS, WITH CARE



CSS Homeward Bound – a domestic and international relocation company and also a division of the CSS Group – carried out a successful international movement, involving Yacht & Marine Logistics, this past month.

A Four Winns Horizon 260, with specifications of 7.93 (L) X 2.59(W) X 1.93 (H) mts. And weighing in at 4,580 lbs., was shipped to the USA.

The team successfully secured the client for his

need to move his personal effects and property, in this case utilizing not only our relocation services but also our Yacht & Marine Logistics' skills.

All pre-requisites from the client's side related with the move were handled, including lashing, building a custom-made fabricated cradle, and more.

Kimberly Ola, International Moves Coordinator said, "The team finalized



equipment and internal divisions needed to carry out the job, with the client being promptly updated on every step. The job was successfully executed, surpassing our client's expectations."

The CSS Group is a world leader in the provision of marine logistics, offering global boat transportation and freight forwarding via air, road, rail and sea from a worldwide network of offices

and exclusive agencies.

The CSS Group is the preferred shipper for many of the world's leading yacht manufacturers. Services include access to shipping cradles, CSS Load Masters and Surveyors overseeing all operations, all cargo handled directly through CSS' local offices, as well as offering general freight services for Marine Spares and Equipment.

# GPLN AGM

## CSS ATTENDS GPLN AGM IN BREMEN



CSS group participated in the 15th annual general meeting of Global Project Logistics Network (GPLN) in Bremen, Germany. CSS Group was represented by Raj George, Senior Vice President, Projects Oil & Energy division and Narayan Tagore, General Manager CSS Bahrain & Qatar.

"GPLN is a wonderful assembly of Project Logistics professionals that provides great opportunities to discuss and formulate new ideas. We have pleasure in being a part of this network and gain a lot of mileage from attending the annual meet regularly," commented Raj George.

This meeting gave CSS the opportunity to meet the GPLN members face to face and efficiently build professional relationships, to discuss past, current and future business, and develop a range of business possibilities. This partnership brings together project cargo experts and independent project logistics specialist companies from around the world, all of whom have



Narayan & Raj George

an expert focus on project logistics.

"Being an active Project Logistics company CSS gain a lot from being here. GPLN goes beyond networking, offering visibility on the current biz trends and practices in project logistics" mentioned Narayan

Break bulk Europe is the continent's largest exhibition designed for the break-bulk and project cargo industry. It is bringing together EPCs, ports, forwarders, transporters and other cargo specialists and industry experts. The exhibition offers a multitude of networking opportunities, executive presentations focused on Europe's economic and transport issues. A chance to meet with over 500 exhibitors and sponsors, representing the entire industrial project supply chain Network with more than 10,000 participants and a lot of new business. The event provides a dynamic conference, along with a range of educational and training workshops.

# AUTOMOBILE LOGISTICS

Logistics for transporting vehicles from port to port requires maximum reliability, safety and at the same time adequate network. The ever-growing demand for automotive logistics brought in CSS Group into this highly perfectionist job. CSS offers full range of services from point of collection to point of delivery. State-of the art storage facilities, trained technical man power and fleet of own vehicles makes the company equipped to serve complex requirements. The extensive global network enables CSS Group to provide its service to both B2B and B2C clients. From the "auto racks" which allow for effective and environmentally friendly loading of vehicles in shipping containers to specialized handling of high end vehicles, the CSS Group is has become a trusted name in "auto

logistics" in the region. The proven success of auto logistics through Sea, Rail, Road & Air and a handful of satisfied clients gives an added confidence to the team at CSS.

The new warehouse facility in Jebal Ali combined with the previously

existing facility, gives an unparalleled infrastructure to cater to this segment of the business in the region. CSS facilities at Sharjah, including a covered area suited for storage of vehicles and the open yard are already popular with customers looking for safe and secure handling of vehicles.

## SERVICE OFFERINGS:

- Door- to- door automobile transport
- Underbody protection and cavity sealing
- Pre-delivery inspection and cleaning
- Mechanical & electrical servicing
- Wrapping and Lashing on flat rack / Container
- Clearing all documentation works
- Storage services on demand
- Photoshoot on demand



# DP WORLD ACQUIRES LEADING PORT RELATED LOGISTICS SOLUTIONS PROVIDER IN EUROPE

## DP WORLD ACQUIRES 100% OF UNIFEEDER, THE LARGEST CONTAINER FEEDER AND GROWING SHORTSEA NETWORK OPERATOR IN EUROPE

Dubai, UAE, 7 August 2018: Global trade enabler, DP World today announces the signing of the acquisition of 100% of the Unifeeder Group ("Unifeeder")<sup>1</sup> for €660 million<sup>2</sup> from Nordic Capital Fund VIII and certain minority shareholders. Based in Aarhus (Denmark), Unifeeder operates the largest and most densely connected common user container feeder and an important and growing shortsea network in Europe, serving both deep-sea container hubs and the intra-Europe container freight market. The Group reported revenue of €510 million in 2017 and EBIT margins in line with other asset-light logistics operators. The acquisition is subject to regulatory approvals and expected to be earnings accretive in the first full year after completion. It will be financed from existing balance sheet resources and is expected to close in 4Q 2018.

The acquisition of Unifeeder will further enhance DP World's presence in the global supply chain and broaden our product offering to our customers

- the shipping lines and cargo owners – with a view to ultimately reduce inefficiencies and improve the competitiveness of global trade. The current operations of Unifeeder are complementary to DP World's existing business and provides future growth opportunities.

Unifeeder, founded in 1977, is an integrated logistics company with the largest and best-connected

feeder and growing shortsea network in Northern Europe with connectivity to approximately 100 ports. The company provides efficient and sustainable transport solutions for international container shipping lines between international and regional ports and shortsea services to cargo

strengthen our product offering and play a wider role in the global supply chain as a trade enabler.

"The ever-growing deployment of ultra-large container vessels has made high-quality connectivity from hub terminals crucial for our customers and Unifeeder is a best-

in-class logistics provider in this space with a strong reputation in Europe. Our aim is to leverage on the in-house expertise of Unifeeder and to accelerate growth in this scalable platform to deliver value for all stakeholders. Unifeeder operates on the same common-user principle as DP World and adds to the Group's strong value proposition to international shipping lines and end cargo owners in making the global supply chain more efficient and cost effective."

Jesper Kristensen, CEO, Unifeeder A/S, said: "We are excited to join the DP World Group as we believe that Unifeeder will benefit from the Group's significant expertise in the wider supply chain and excellent relationships with shipping lines and end cargo owners. Not only is there commonality with our business

models but we also share the vision of serving our customers through removing inefficiencies and delivering sustainable shareholder value. We have enjoyed great success over the last five years under Nordic Capital's ownership, and we believe that the Unifeeder brand within the DP World Group has the opportunity to accelerate growth, expand further and take the business to the next level."



owners with fully multimodal door-to-door solutions, combining seaborne transportation with road and/or rail. The business is cash generative and operates on a highly flexible cost base.

Sultan Ahmed Bin Sulayem, Group Chairman and CEO, DP World, said: "We are delighted to add the Unifeeder brand under the DP World umbrella, which supports our strategy to grow in complementary sectors,

Source : DP World Press Release

# OA OD

2018. August. 2.47 am. 11th floor. Lilavati Hospital. Mumbai.

Rahat Talreja

Vice President - CSS Central India

Its a dark night. The nascent moon is deeply hidden by the dark cumulonimbus clouds forming over Mumbai. Heavy rains have lashed the city. Nothing is visible outside the glass window of the hospital guest lounge overlooking the Arabian sea. The relatives are waiting with bated breath for the doctors to come out of the diagnosis centre to get an update on the patient. Their worst fears haunting them. And then , the doctor comes out and nods his head in affirmation. He has confirmed the disease. Another chip down to this deadly new disease: OA/OD. She has consumed most of the world and almost every 2nd person is inflicted.

I remember distinctly that each decade throws up a new disease which leads the charts for a long time till something better and newer emerges. So the period of the 1980's belonged to Tuberculosis. TB as we know it by its nick name. The 1990's belonged to Heart disease. Attack aayega toh? (hindi for : what if one gets an

attack?). This fear ruled this period. The 2000's started with cancer raising its ugly head. And cancer went all over the place. Disease had gone global with the world economies going global. A heart attack would mainly relate to the heart. But cancer was more cosmopolitan. It could affect any part from your brain to your liver to your breast to your prostate. I reckon it had a larger reach than even the best logistics companies like DHL, UPS, Fedex etc. Another reason why these diseases ruled in their times as the undisputed leaders of human body misery was the fact that they captured the creme de la creme of the world like celebrities in movies, business, politics and fashion.

So Nelson Mandela had TB.

David Letterman, Elizabeth Taylor, Barbara Walters had heart disease.

Bill Clinton had heart disease. Common, even the Clintons have it.

Hugh Jackman, Sheryl Crow, Lance Armstrong were cancer survivors.

Back home in the Indian subcontinent, our very own Amitabh Bachchan had TB. The founding father of our neighbour Pakistan ( love thy neighbour said Jesus, anyway) had TB. The tallest leader of the universe The Thalaiva Rajnikanth had Chronic Bronchitis and believe it or not Viral fever. What a shame. And then Yuvraj Singh and Lisa Ray are the cancer survivors we know.

It has also been observed that as you go up the value chain in the economy and as your individual wealth and nation wealth increases, you qualify for better diseases which is why the poorer nations get TB even today, slightly more wealthy ones get Cancer and Heart Disease. But then all of the above does not cover the disease which I want to talk about. OA OD. The disease that is the ruler of the information age. Took birth around 2010 and then onwards at its peak today.

Over Analysis ( OA ) Over Discussion ( OD ) . OA OD.

In textbook parlance , the situation in which the tongue and brain make an unholy partnership and the ears sign off on a pilgrimage is called OA OD. In this disease, the tongue keeps saying something on the brain impulses and one talks and discusses on topics ranging from politics, national interest, sanitary pads, cricket, economy, logistics business, trade wars, GDP baby burps,



yawning, size of the male ..... ego, god, religion, buildings, cars etc

It is important to note that ears need to be logged out and you need to have ZERO listening skills or minimal listening. The environments in which the disease grows is social media, conference rooms, meeting halls, forums, news rooms etc The person discusses everything yet achieves nothing. In the end, what comes out is only "Khichdi" ( Indian staple diet of lentils metaphor for gross confusion) In a chartical representation, I enumerate that the stages of human growth are as follows:

- a. Talk
- b. Think , Talk
- c. Listen , Think , Talk
- d. Listen , Think
- e. Listen

When you reach stage E, you are up there. OA OD entangles you at stage B or stage C.

I have written several paragraphs on this disease. Do I have the symptoms? God save me.



# Rebuilding Kerala

CSS Group's urgent Donation Drive for Kerala's Flood victims





Relief supplies collected at CSS Offices in the Middle East

**A**ugust saw the worst natural disaster in over a century in the state of Kerala, India. Severe flooding caused by torrential rains saw over 445 people dead, 15 missing within a fortnight, and at least one million evacuated, with all 14 districts of the state being placed on red alert.

The CSS Group's offices across the GCC initiated a CSS Donation Drive through its online platforms from the 15th to the 27th of August, 2018 welcoming contributions from within its ranks, as well as its dedicated customers, and the public.

With the aid of the Group's partners, an immediate air freight shipment with food

and medicine, followed by a 40-ft container packed with relief materials - donated by employees and the public – were sent directly to Cochin.

"My deepest condolences to those who lost their loved ones, their homes and so much more. We are here to support the people and hope this token can bring some relief to their suffering," said T.S. Kaladharan, Founder and Chairman of the CSS Group.

CSS Group's offices in JAFZA, Al Quoz, Garhoud, Sharjah and Abu Dhabi were open to receive donations from the public. The multinational logistics and freight forwarding company then sent forward this relief material, addressed to NGO's and certified aid providers, in the country.



The CSS Group's GCC offices collected over 2,650 cartons of relief material;

400 employees across its international offices also proceeded to donate a day's worth of salary towards the Chief Minister's Distress Relief Fund in Kerala, India.

The Group would like to personally extend its thanks to Navio Shipping who donated the 40-ft containers used to deliver relief material to the people of Kerala. Navio Shipping is one of the leading liner agencies in the Middle East based in Dubai, representing a wide range of NVOCC principals. They offer consistent service operations across the Middle East, Upper Gulf, Far East, Europe and South Asia.



Devas Dinky evacuating people

# MARITIME INDUSTRY IN THE DECADE OF DIGITAL TRANSFORMATION

## CHALLENGES AND OPPORTUNITIES - SINGAPORE'S JOURNEY TOWARDS DIGITALIZATION IN 2018

*(continued from July edition)*

Innovative players are bypassing the traditional shippers with new and cost-efficient digital business platforms that deliver more benefits to customers. In 2018 the Maritime Industry is reinventing itself, ushering in containerization, larger vessels, and electronic data exchange. The industry is also poised to make a drastic progress and growth in maritime financial recovery overcoming some of the constraints like fuel costs, entry of larger vessels in the market and also the new environmental regulations and standards.

Progressive ports are also embracing the digital breakthrough. Digitalization has helped the transformation of ports and terminals. Smart technologies have replaced the old systems that support the basic infrastructure and tools that handle cargo, manage traffic, customs dealings, safety assurance, and monitoring energy use, thus reducing wastage. Some ports worldwide have tied multiple individual systems into a single interconnected port-wide platform.

On 16th April 2018 the United Nations Maritime Organization has approved a strategy to eliminate carbon dioxide emissions altogether by 2020. The Maritime Singapore Green Initiative also have made efforts to reduce the environmental impact of shipping and shipping related activities to promote clean and green Shipping in Singapore. In 2011 the Maritime and Port Authority of Singapore had decided to invest up to S\$100 million over 5 years in Maritime Singapore Green Initiative, followed by the support from the maritime industry this was enhanced and extended till 31st Dec 2019. This initiative also makes Singapore's efforts to a responsible flag and port state to clean and green shipping thus making it the most preferred Shipping hub globally.

The Singapore Budget announced on March 2018 that it will top up its Maritime Cluster Fund by S \$100 million to help more transition to Digital and Automated maritime future. Senior Minister of



**Joy Thattil**

Maritime Lawyer & Partner @ Callidus  
Dubai, Singapore & India  
joy@calliduscmc.com

Transport, Dr Lam Pin Min said that the latest amendments will lift the total investments in the MCF to \$285 million. He also added that the introduction of the Maritime Transformation Map (MTP) will be rolled out over a period of few months and will co-fund the same with matching investments from industry partners, for the development of technology with high potential for industry applications. The Maritime and Port Authority of Singapore also have signed five Memorandums of Understandings (MOU) and two Agreements with local and international partners at the recently held Singapore Maritime Technology Conference (SMTC). These MOU's are also aligned with the Sea Transport and Transformation Map that are designed to strengthen Singapore's connectivity and help Singapore to take its Maritime Industry to be at par with the latest developments and adaptations of areas such as automation, data analytics, intelligent systems and cyber security. Thus Singapore has emphasized the importance of digital technology and innovations and is getting ready for a journey towards a better future for its Maritime Industry.



# SUCCESSFUL FAILURE

It is usually the case, when starting to write an article for Lighthouse ‘Kaleidoscope’; a telling question is prompted, “What happens if the editor doesn’t like it?” This is invariable one of those uncertainties that arise whenever we start something new.

For someone, who is lacking in confidence, the fear of being rejected and failing stops them from moving forward. Whereas those who have learnt to embrace failure are happy to forge ahead.

The majority of successful people will be able to relate how they failed, yet went on to achieve greatness. They will also be able to explain that there is a mind-set to the art of admitting failure and learning from it. Whatever our situation in life our approach, and reaction, to failure can determine our overall happiness.

Interestingly motor manufacturer entrepreneurs, from different generations, have approaches which inspire a positive aspect to failure.

Henry Ford – Ford Motors said, “Failure provides the opportunity to begin again, more intelligently.”

Ratan Tata Chairman emeritus of Tata Group, when making a surprise appearance earlier this year at Tata Motors said, “We should all plan for being leaders and not followers.” He was remembering, no doubt, that successful leaders know how to rebound from failure. Both Henry and Ratan see failure as an opportunity, something to envelop.

But one of the hardest

things to say is, “I’ve failed.” However by admitting it, we are releasing ourselves from being weighed down by it. Of course this isn’t easy as we have been taught, from an early age, that failure is bad so why should we welcome it?

Well consider the experience of acclaimed inventor Thomas Edison. His school teachers said that he was, “too stupid to learn anything.” He was fired from his first two jobs for being, “non-productive.” To top this Edison made some 1,000 unsuccessful attempts at inventing the light bulb. When he finally succeeded a reporter asked, “How did it feel to fail 1,000 times?” Edison replied, “I didn’t fail a 1,000 times. The light bulb was an invention with 1,000 steps!” This example highlights a unique characteristic of successful people – their ability to carry on with optimism, building on what they have learnt from failing.

There are those amongst us who will say I cannot afford to fail. This attitude is usually brought about because we don’t take time to count our blessings. When faced with a rather gruesome university exam paper which he feared failing; a student recalled that he was so wound-up that he decided, instead of cramming up to the last minute, to do something different. He got on his cycle and went out into the countryside. It was a bright sunny warm day and sitting down on a grassy verge, the thought suddenly came, “If I fail I will still be able to cycle here and enjoy what I am doing now – lazing in the sunshine.”

Guess what? This student

passed the examination with better than anticipated results. So by counting your blessings, it is often possible to spur yourself to success because failure has been put into its proper perspective.

Considering these ways failure can help focus our minds for better outcomes.

**1) Failure makes success taste even better; because once we come to terms with failure we reassess our ability to take greater risks.**

**2) Embracing failure inspires us; because we can identify our best skills through failure.**

**3) Failure grounds us. We realise that we are human and not always right.**

**4) Recognising that it's only natural to fail and that everyone fails, even if they hide the fact. Like learning to walk we may fall down but we keep on trying until eventually we can run.**

But what happens if we suddenly realise something has gone really horribly wrong and it’s entirely our fault? Whatever happened, we were trusted to do a job, we failed and now we need to tell others. An initial reaction is to ‘duck and cover’ because, depending on how bad we screwed-up, it could mean the end of our career, job, status or reputation. Whilst many will try to weasel out of it, the fall-out will still be flying and probably hitting others, causing them to lose trust in us. Admitting our failure puts us on the road to dealing with it and may often be the first step towards making a successful turn-around.

Of course the universal champions at weaselling



out of things are often the bureaucrats. They use the fall-back defence to avoid admitting failure with a non-admission of guilt exemplified in the phrase, “Mistakes were made – but there are lessons to be learnt and we will learn them.” If we hear anyone in our company saying this, look out for the red flags of failure!

However in summary, by applying these guidelines and taking on board these examples we will hopefully find ourselves in the same winning mind-set as Microsoft founder Bill Gates and Amazon entrepreneur Jeff Bezos. Bill Gates said, “Once you embrace unpleasant news and see it not as a negative but as evidence of a need for change, then you aren’t defeated by it.”

Whilst for many Jeff Bezos gave a most telling quote. When considering failure he said, “I knew that if I failed I wouldn’t regret that, but I knew the one thing I might regret is not trying.”

So what to do if the Lighthouse Editor doesn’t like this article? Mark it up, not down, to experience and write something else – the next ‘Kaleidoscope’ will definitely be brilliant.

*Kaleidoscope desk*

## INBOUND

DUBAI

VESSEL	ALEXANDRIA	BAHRAM	BANGKOK	BARCELONA	BREMEN	BUSAN	CHENNAI	DELHI	GENOA	GUANGZHOU	HONGKONG	ISTANBUL	KEELUNG	KOPER	NEW YORK	NHAVA SHEVA	NINGBO	QINGDAO	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XIAMEN	XINGANG	JEBEL ALI
WADI ALRAYAN			1-Sep																						17-Sep
WADI ALRAYAN			8-Sep																						24-Sep
WADI ALRAYAN			15-Sep																						1-Oct
WADI ALRAYAN			22-Sep																						8-Oct
WADI ALRAYAN			29-Sep																						15-Oct
WADI ALRAYAN			6-Oct																						22-Oct
WADI ALRAYAN			13-Oct																						29-Oct
OEL JUMERAH			5-Sep																						7-Sep
OEL JUMERAH			12-Sep																						14-Sep
OEL JUMERAH			19-Sep																						21-Sep
OEL JUMERAH			26-Sep																						28-Sep
OEL JUMERAH			3-Oct																						5-Oct
OEL JUMERAH			10-Oct																						12-Oct
OEL JUMERAH			17-Oct																						19-Oct
COSCO GUANGZHOU			6-Sep																						27-Sep
COSCO BEIJING			13-Sep																						4-Oct
COSCO OCEANIA			20-Sep																						11-Oct
COSCO YANTIAN			27-Sep																						18-Oct
CSCL YELLOW SEA			4-Oct																						25-Oct
COSCO AFRICA			11-Oct																						1-Nov
XIN SHANGHAI			19-Oct																						8-Nov
CMA CGM LEO			7-Sep																						28-Sep
APL GWANGYANG			14-Sep																						5-Oct
CMA CGM CASSIOPEIA			21-Sep																						12-Oct
OCCI SINGAPORE			28-Sep																						19-Oct
CMA CGM COLUMBA			5-Oct																						26-Oct
CMA CGM ANDROMEDA			12-Oct																						2-Nov
CMA CGM CENTAURUS			19-Sep																						9-Nov
DAI			7-Sep																						29-Sep
MAERSK SALTORO			14-Sep																						6-Oct
MAERSK STADEHORN			21-Sep																						13-Oct
MAERSK GUATEMALA			28-Sep																						20-Oct
MAERSK GIBRALTAR			5-Oct																						27-Oct
MAERSK GUAYAQUIL			12-Oct																						3-Nov
MAERSK GENOA			19-Oct																						10-Nov
HYUNDAI DRIVE			1-Sep																						21-Sep
HYUNDAI PRIDE			8-Sep																						28-Sep
HYUNDAI VICTORY			15-Sep																						5-Oct
HYUNDAI DREAM			22-Sep																						12-Oct
HYUNDAI HOPE			29-Sep																						19-Oct
HYUNDAI HONOUR			6-Oct																						26-Oct
HYUNDAI RESPECT			13-Oct																						2-Nov
XIAMEN			8-Sep																						23-Sep
ALS FIDES			15-Sep																						30-Sep
EVER DELIGHT			22-Sep																						7-Oct
SINA BRIZO			29-Sep																						14-Oct
XIAMEN			6-Oct																						21-Oct
ALS FIDES			13-Oct																						28-Oct
EVER DELIGHT			20-Oct																						4-Nov
EMIRATES SANIA			4-Sep																						7-Sep
TESSA			11-Sep																						14-Sep
BALIBA			18-Sep																						21-Sep
EMIRATES ASANTE			24-Sep																						27-Sep
SEOUL TOWER			1-Oct																						4-Oct
PACIFIC VOYAGER			8-Oct																						11-Oct
NORO			15-Oct																						18-Oct
NINGBO EXPRESS			5-Sep																						21-Sep
TOUTEN			12-Sep																						28-Sep
CMA CGM TOSCA			19-Sep																						5-Oct
TIRUA			26-Sep																						12-Oct
HUNGARY			4-Sep																						20-Oct
COSCO PHILIPPINES			10-Sep																						26-Oct
TUBUL			17-Sep																						2-Nov
COSCO GUANGZHOU			7-Sep																						27-Sep
COSCO BEIJING			14-Sep																						4-Oct
COSCO OCEANIA			21-Sep																						11-Oct
COSCO YANTIAN			28-Sep																						18-Oct
CSCL YELLOW SEA			5-Oct																						25-Oct
COSCO AFRICA			12-Oct																						1-Nov
XIN SHANGHAI			19-Oct																						8-Nov
KOTA CEMPASA			6-Sep																						19-Sep
WAN HAI 514			13-Sep																						26-Sep
KOTA CEPAAT			20-Sep																						3-Oct
WAN HAI 518			27-Sep																						10-Oct
WAN HAI 512			4-Oct																						17-Oct
KOTA CEMPASA			11-Oct																						24-Oct
WAN HAI 515			18-Oct																						31-Oct
CMA CGM BERUOZ			6-Sep																						25-Sep
XIN NING BO			13-Sep																						2-Oct
TUBUL			20-Sep																						9-Oct
AMOLIANI			27-Sep																						16-Oct
COSCO SINGAPORE			4-Oct																						23-Oct
UASC YAS			11-Oct																						30-Oct

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. WE OFFER USA IMPORTS FROM CHARLESTON, HOUSTON, LOS ANGELES & NORFOLK  
WE ALSO OFFER IMPORTS FROM SHENZHEN, TIANJIN, KUWAIT & KARACHI

## INBOUND

DUBAI

VESSEL	ALEXANDRIA	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	CHENNAI	DELHI	GENOA	GUANGZHOU	HONGKONG	ISTANBUL	KEELUNG	KOPER	NEW YORK	NHAVA SHEVA	NINGBO	QINGDAO	ROTTERDAM	SHANGHAI	SINGAPORE	SOUTHAMPTON	XAMEN	XINGANG	JEBEL ALI		
CMA CGM BERLIOZ												18-Oct													6-Nov		
HYUNDAI DRIVE													5-Sep												21-Sep		
HYUNDAI PRIDE													12-Sep												28-Sep		
HYUNDAI VICTORY													19-Sep												5-Oct		
HYUNDAI DREAM													26-Sep												12-Oct		
HYUNDAI HOPE													3-Oct												19-Oct		
HYUNDAI RESPECT													17-Oct												2-Nov		
HYUNDAI DRIVE													24-Oct												9-Nov		
MSC BERYL														5-Sep											28-Sep		
MSC LAURENCE														12-Sep											5-Oct		
MAERSK EVORA														19-Sep											12-Oct		
MAERSK EUREKA														26-Sep											19-Oct		
MSC KATRINA														3-Oct											26-Oct		
MAERSK EMDEN														10-Oct											2-Nov		
MASC LAUREN														17-Oct											9-Nov		
MAERSK ATLANTA															1-Sep										24-Sep		
MAERSK DETROIT															8-Sep										6-Oct		
MAERSK HARTFORD															15-Sep										13-Oct		
MAERSK COLUMBUS															22-Sep										20-Oct		
MAERSK DENVER															29-Sep										27-Oct		
MAERSK MEMPHIS															6-Oct										3-Nov		
MAERSK KENSINGTON															13-Oct										10-Nov		
NAGOYA TOWER																6-Sep									10-Sep		
CEL TRANSWORLD															13-Sep										17-Sep		
NAGOYA TOWER															20-Sep										24-Sep		
CEL TRANSWORLD															27-Sep										1-Oct		
NAGOYA TOWER															4-Oct										8-Oct		
CEL TRANSWORLD															11-Oct										15-Oct		
NAGOYA TOWER															18-Oct										22-Oct		
CSC NEPTUNE																5-Sep									21-Sep		
COSCO ITALY																12-Sep									28-Sep		
CSC JUPITER																19-Sep									5-Oct		
CSC SATURN																26-Sep									12-Oct		
OCL BRUSSELS																3-Oct									19-Oct		
TO BE ADVISED (COSCO)																10-Oct									26-Nov		
OCL EGYPT																17-Oct									2-Nov		
TO BE ADVISED (OCL)																	6-Sep								28-Sep		
CSC JUPITER																13-Sep									5-Oct		
CSC SATURN																20-Sep									12-Oct		
OCL BRUSSELS																27-Sep									19-Oct		
CAPE KORTIA																	4-Oct								26-Oct		
OCL EGYPT																11-Oct									2-Nov		
CSC NEPTUNE																18-Oct									9-Nov		
AL MURAYKH																	4-Sep								19-Sep		
MOL TRIBUTE																	11-Sep								26-Sep		
AL ZUBARA																	18-Sep								3-Oct		
AL DAHNA																	25-Sep								10-Oct		
MOL TREASURE																	2-Oct								17-Oct		
MOL TRUTH																	9-Oct								24-Oct		
MOL TRUST																	16-Oct								31-Oct		
ALULA																	2-Sep								23-Sep		
BASLE EXPRESS																	9-Sep								30-Sep		
AL QIBLA																	16-Sep								7-Oct		
MALIK AL ASHTAR																	23-Sep								14-Oct		
UNAYZAH																	30-Sep								21-Oct		
JEBEL ALI																		7-Oct							28-Oct		
UMM SALAL																		14-Oct							4-Nov		
HYUNDAI RESPECT																		5-Sep							14-Sep		
ALULA																		12-Sep							23-Sep		
BASLE EXPRESS																		19-Sep							30-Sep		
AL QIBLA																		26-Sep							7-Oct		
MALIK AL ASHTAR																		3-Oct							14-Oct		
UNAYZAH																		10-Oct							21-Oct		
JEBEL ALI																		17-Oct							28-Oct		
MOL TRIBUTE																			2-Sep							26-Sep	
AL ZUBARA																		8-Sep							3-Oct		
AL DAHNA																		15-Sep							10-Oct		
MOL TREASURE																		22-Sep							17-Oct		
MOL TRUTH																		29-Sep							24-Sep		
MOL TRUST																		6-Oct							31-Oct		
MOL TRADITION																		13-Oct							7-Nov		
TINA I																			4-Sep							19-Sep	
HYUNDAI WEALTH																		18-Sep							3-Oct		
YM COSMOS																		25-Sep							10-Sep		
YM PINE																		1-Oct							17-Sep		
YM GREEN																		16-Oct							31-Oct		
TINA I																		23-Oct							7-Nov		
WEILAND																			2-Sep							27-Sep	
HAMBURG BAY																			15-Sep							10-Oct	
SM VANCOUVER																			22-Sep							17-Oct	
ANTON SCHLIE																				6-Oct							31-Oct
LONG BEACH TRADER																				13-Oct							7-Nov
WEILAND																				21-Oct							15-Nov

ABOVE MENTIONED ARE TENTATIVE VESSELS AND ARE SUBJECT TO CHANGE. WE OFFER USA IMPORTS FROM CHARLESTON, HOUSTON, LOS ANGELES & NORFOLK  
WE ALSO OFFER IMPORTS FROM SHENZHEN, TIANJIN, KUWAIT & KARACHI

# OUTBOUND

DUBAI

VESSEL	JEBEL ALI	ABUDHABI	ALEXANDRIA	AQABA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	COCHIN	COLOMBO	DARMMAM	DARESSALAM	DELHI	FELUXSTONE	HAMBURG	JEDDAH	KARACHI	KUWAIT	MOMBASA	NEWYORK	NHAWASHEA	PORLLOUIS	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR
OEL JUMEIRAH	2-Sep	3-Sep																										
MS TIGER	6-Sep	7-Sep																										
OEL JUMEIRAH	9-Sep	10-Sep																										
MS TIGER	13-Sep	14-Sep																										
OEL JUMEIRAH	16-Sep	17-Sep																										
MS TIGER	20-Sep	21-Sep																										
OEL JUMEIRAH	23-Sep	24-Sep																										
MS TIGER	27-Sep	28-Sep																										
OEL JUMEIRAH	30-Sep	1-Oct																										
MS TIGER	4-Oct	5-Oct																										
OEL JUMEIRAH	7-Jan	8-Oct																										
MAERSK KLAIPEDA	3-Sep	19-Sep																										
MAERSK KALMAR	10-Sep	26-Sep																										
MAERSK KYRENIA	17-Sep	3-Oct																										
MAERSK KIMI	24-Sep	10-Oct																										
MAERSK LIMA	1/Oct	17/Oct																										
MAERSK KAMPALA	8/Oct	24/Oct																										
MAERSK KIEL	15/Oct	31/Oct																										
MAERSK GARIOCH	5/Sep	23/Sep																										
OSAKA TOWER	12/Sep	30/Sep																										
MAERSK BROOKLYN	19/Sep	7/Oct																										
UNI FLORIDA	26/Sep	14/Oct																										
MAERSK GARIOCH	3-Oct	21-Oct																										
OSAKA TOWER	10-Oct	28-Oct																										
MAERSK BROOKLYN	17-Oct	4-Nov																										
OEL JUMEIRAH	1-Sep	4Sep																										
OEL JUMEIRAH	8-Sep	11-Sep																										
OEL JUMEIRAH	15-Sep	18-Sep																										
OEL JUMEIRAH	22-Sep	25-Sep																										
OEL JUMEIRAH	29-Sep	2-Oct																										
OEL JUMEIRAH	6-Oct	9-Oct																										
OEL JUMEIRAH	13-Oct	16-Oct																										
MAERSK SENANG	1-Sep	22-Sep																										
MAERSK SEMBAWANG	8-Sep	29-Sep																										
SEROJA TIGA	15-Sep	6-Oct																										
MAERSK SEBAROK	22-Sep	13-Oct																										
MAERSK KARLSKRONA	29-Sep	20-Oct																										
MAERSK SERANGOON	6-Oct	27-Oct																										
SEROJA ENAM	13-Oct	3-Nov																										
MAERSK KLAIPEDA	3-Sep	17-Sep																										
MAERSK KALMAR	10-Sep	24-Sep																										
MAERSK KYRENIA	17-Sep	1-Oct																										
MAERSK KIMI	24-Sep	8-Oct																										
MAERSK LIMA	1-Oct	15-Oct																										
MAERSK KAMPALA	8-Oct	22-Oct																										
MAERSK KIEL	15-Oct	29-Oct																										
ALS FIDES	3-Sep	14-Sep																										
EVER DELIGHT	10-Sep	21-Sep																										
SIMA BRIZO	17-Sep	28-Sep																										
XIAMEN	24-Sep	5-Oct																										
ALS FIDES	1-Oct	12-Oct																										
EVER DELIGHT	8-Oct	19-Oct																										
SIMA BRIZO	15-Oct	26-Oct																										
ALS FIDES	3-Sep	9-Sep																										
EVER DELIGHT	10-Sep	16-Sep																										
SIMA BRIZO	17-Sep	23-Sep																										
XIAMEN	24-Sep	30-Sep																										
ALS FIDES	1-Oct	7-Oct																										
EVER DELIGHT	8-Oct	14-Oct																										
SIMA BRIZO	15-Oct	21-Oct																										
ALS FIDES	2-Sep	12-Sep																										
EVER DELIGHT	9-Sep	19-Sep																										
SIMA BRIZO	16-Sep	26-Sep																										
XIAMEN	23-Sep	3-Oct																										
ALS FIDES	30-Sep	10-Oct																										
EVER DELIGHT	7-Oct	17-Oct																										
SIMA BRIZO	14-Oct	24-Oct																										
OOCL BRUSSELS	2-Sep	5Sep																										
CAPE KORTIA	9-Sep	12-Sep																										
OOCL EGYPT	16-Sep	19-Sep																										
CSCL NEPTUNE	23-Sep	26-Sep																										
COSCO ITALY	30-Sep	3-Oct																										
CSCL JUPITER	7-Oct	10-Oct																										
CSCL SATURN	14-Oct	17-Oct																										
GH CHINOOK	6-Sep	19-Sep																										
NICOLE MAERSK	13-Sep	26-Sep																										
MAERSK JALAN	20-Sep	3-Oct																										

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

## OUTBOUND

VESSEL	JEBEL ALI	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	COCHIN	COLONBO	DAMMAM	DARESSALAM	DELHI	FELIXSTOWE	HAMBURG	JEDDAH	KARACHI	KUWAIT	MOMBASA	NEW YORK	NHAWA SHEVA	PORT LOUIS	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR
CAPE MAYOR	27-Sep										10-Oct																	
SAFMARINE NGAMI	4-Oct										17-Oct																	
GH CHINOOK	7-Oct										24-Oct																	
NICOLE MAERSK	14-Oct										31-Oct																	
NAGOYA TOWER	6-Sep										17-Sep																	
NORTHERN PRACTICE	13-Sep										24-Sep																	
NAGOYA TOWER	20-Sep										1-Oct																	
NORTHERN PRACTICE	27-Sep										8-Oct																	
NAGOYA TOWER	4-Oct										15-Oct																	
NORTHERN PRACTICE	11-Oct										22-Oct																	
NAGOYA TOWER	18-Oct										29-Oct																	
MAERSK GIBRALTAR	2-Sep										28-Sep																	
MAERSK GUAYAQUIL	9-Sep										5-Oct																	
MAERSK GENOA	16-Sep										12-Oct																	
MAERSK SARAT	23-Sep										19-Oct																	
DALI	30-Sep										26-Oct																	
MAERSK SALTORO	7-Oct										2-Nov																	
MAERSK STADELHORN	14-Oct										9-Nov																	
MAERSK GIBRALTAR	2-Sep										2-Oct																	
MAERSK GUAYAQUIL	9-Sep										9-Oct																	
MAERSK GENOA	16-Sep										16-Oct																	
MAERSK SARAT	23-Sep										23-Oct																	
DALI	30-Sep										30-Oct																	
MAERSK SALTORO	7-Oct										6-Nov																	
MAERSK STADELHORN	14-Oct										13-Nov																	
TUBUL	3-Sep										9-Sep																	
AMOLANI	10-Sep										16-Sep																	
COSCO SINGAPORE	17-Sep										23-Sep																	
TO BE ADVISED (COSCO)	24-Sep										30-Sep																	
CMA CGM BERLIOZ	1-Oct										7-Oct																	
XIN NING BO	8-Oct										14-Sep																	
TUBUL	15-Oct										21-Oct																	
DEVON TRADER	7-Sep											10-Sep																
BOMER HERMES	14-Sep											17-Sep																
DEVON TRADER	21-Sep											24-Sep																
BOMER HERMES	28-Sep											1-Oct																
DEVON TRADER	5-Oct											8-Oct																
BOMER HERMES	12-Oct											15-Oct																
DEVON TRADER	19-Oct											22-Oct																
SAFMARINE KURAMO	4-Sep											5-Sep																
NORDIC WISMAR	7-Sep											8-Sep																
SAFMARINE KURAMO	11-Sep											12-Sep																
NORDIC WISMAR	14-Sep											15-Sep																
SAFMARINE KURAMO	18-Sep											19-Sep																
NORDIC WISMAR	21-Sep											22-Sep																
SAFMARINE KURAMO	25-Sep												26-Sep															
NORDIC WISMAR	28-Sep												29-Sep															
SAFMARINE KURAMO	2-Oct												3-Oct															
NORDIC WISMAR	5-Oct												6-Oct															
SAFMARINE KURAMO	9-Oct												10-Oct															
GH CHINOOK	6-Sep												16-Sep															
NICOLE MAERSK	13-Sep												23-Sep															
MAERSK JALAN	20-Sep												30-Sep															
CAPE MAYOR	27-Sep													7-Oct														
SAFMARINE NGAMI	4-Oct													14-Oct														
GH CHINOOK	11-Oct													21-Oct														
NICOLE MAERSK	18-Oct													28-Oct														
SEASPAÑ LEBU	5-Sep														2-Oct													
RHONE MAERSK	12-Sep														9-Oct													
SEASPAÑ LUMACO	19-Sep														16-Oct													
HAMMONIA AMERICA	26-Sep														23-Oct													
MAERSK TEMA	3-Oct														30-Oct													
KMARIN AQUA	10-Oct														6-Nov													
CMA CGM JAMAICA	17-Oct														13-Nov													
NORTHERN PRACTICE	6-Sep															14-Sep												
NAGOYA TOWER	13-Sep															21-Sep												
NORTHERN PRACTICE	20-Sep															28-Sep												
NAGOYA TOWER	27-Sep																4-Oct											
NORTHERN PRACTICE	4-Oct																11-Oct											
NAGOYA TOWER	11-Oct																18-Oct											
NORTHERN PRACTICE	18-Oct																25-Oct											
MSC SATURN	1-Sep																	21-Sep										
MSC PINA	9-Sep																	29-Sep										
MSC ESTHI	15-Sep																	5-Oct										
MSC ABIDJAN	21-Sep																	11-Oct										
MSC SAVANNAH	28-Sep																	18-Oct										
SM NEW YORK	8-Oct																	28-Oct										

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

continued...page 20

# OUTBOUND

## SAILING SCHEDULE

VESSEL	JEBEL ALI	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	COCHIN	COLOMBO	DAMMAM	DARES SALAM	DELHI	FELIXSTOWE	HAMBURG	JEDDAH	KARACHI	KUWAIT	MOMBASA	NEW YORK	NHAWA SHEVA	PORT LOUIS	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR
MSC EARTH	12-Oct																					1-Nov						
OOCL BRUSSELS	2-Sep																					9-Sep						
XIN LOS ANGELES	6-Sep																					14-Sep						
CAPE MORTIA	9-Sep																					16-Sep						
TO BE ADVISED (COSCO)	13-Sep																					21-Sep						
OOCL EGYPT	16-Sep																					23-Sep						
XIN BEIJING	20-Sep																					28-Sep						
CSCL NEPTUNE	23-Sep																					30-Sep						
COSCO GUANGZHOU	27-Sep																					5-Oct						
COSCO ITALY	30-Sep																					7-Oct						
COSCO BEIJING	4-Oct																					12-Oct						
CSCL JUPITER	7-Oct																					14-Oct						
ALS FIDES	2-Sep																					6-Oct						
EVER DELIGHT	9-Sep																					13-Oct						
SIMA BIRZO	17-Sep																					20-Oct						
M.V. XIAMEN	24-Sep																					27-Oct						
ALS FIDES	30-Sep																					3-Nov						
EVER DELIGHT	7-Oct																					10-Nov						
SIMA BIRZO	14-Oct																					17-Nov						
EXPRESS SUEZ	1-Sep																					2-Sep						
EXPRESS SUEZ	8-Sep																					9-Sep						
EXPRESS SUEZ	15-Sep																					16-Sep						
EXPRESS SUEZ	22-Sep																					23-Sep						
EXPRESS SUEZ	29-Sep																					30-Sep						
EXPRESS SUEZ	6-Oct																					7-Oct						
EXPRESS SUEZ	13-Oct																					14-Oct						
UNAYZAH	2-Sep																					19-Sep						
CMA CGM ORFEO	5-Sep																					19-Sep						
JEBEL ALI	9-Sep																					26-Sep						
CMA CGM LIBRA	12-Sep																					26-Sep						
UMN SALAL	16-Sep																					3-Oct						
CMA CGM TUTICORIN	19-Sep																					3-Oct						
HYUNDAI RESPECT	25-Sep																					10-Oct						
CMA CGM LYRA	26-Sep																					10-Oct						
HYUNDAI DRIVER	2-Oct																					16-Oct						
CMS CGM AQUILA	3-Oct																					17-Oct						
TO BE ADVISED (HAPAG)	4-Sep																					7-Sep						
HEBE	7-Sep																					10-Sep						
NORTHERN DEDICATION	11-Sep																					14-Sep						
HEBE	14-Sep																					17-Sep						
NORTHERN DISCOVERY	18-Sep																					21-Sep						
HEBE	21-Sep																					24-Sep						
NORDSPRING	25-Sep																					28-Sep						
HEBE	28-Sep																					1-Oct						
TO BE ADVISED (HAPAG)	2-Oct																					5-Oct						
HEBE	5-Oct																					8-Oct						
NORTHERN DEDICATION	9-Oct																					12-Oct						
HEBE	12-Oct																					15-Oct						
IRENES RELIANCE	6-Sep																					8-Sep						
IRENES RELIANCE	13-Sep																					15-Sep						
IRENES RELIANCE	20-Sep																					22-Sep						
IRENES RELIANCE	27-Sep																					29-Sep						
IRENES RELIANCE	4-Oct																					6-Oct						
IRENES RELIANCE	11-Oct																					13-Oct						
IRENES RELIANCE	18-Oct																					20-Oct						



## QUOTABLE QUOTES

We are unnecessarily wasting our precious resources in wars... if we must wage war, we have to do it on unemployment, disease, poverty, and backwardness

- Atal Bihari Vajpayee

Someone is sitting in the shade today because someone planted a tree a long time ago

- Warren Buffet

If you love someone, set them free. If they come back they're yours; if they don't they never were

- Richard Bach

Our greatest weakness lies in giving up. The most certain way to succeed is always to try

- Thomas A Edison

You can't cross the sea merely by standing and staring at the water

- Rabindranath Tagore

# INDIA CAN REPLACE US EXPORTS TO CHINA AMID TRADE WAR:

## Commerce Ministry study

India can capture the Chinese commodity market vacated by US exports following the trade war between the world's two biggest economies, a Commerce Department study has found.

The study has analysed and identified at least a 100 products where India can replace US exports to China by benefiting from the higher import duty Beijing has imposed on products originating in the US. India can, in particular, grab a bigger share of the Chinese market for cotton, corn, almonds, wheat and sorghum, according to the study.

Fresh grapes, cotton linters, fluecured tobacco, lubricants and certain chemicals, including benzene, are a few lines where the US' exports to China are above \$10 million. India too has been exporting these items to China. While China has imposed tariffs of 15-25% on these goods coming from the US, other countries are subject to only 5-10% duty (most favoured nation or MFN rate). Moreover, India has been granted an additional 6-35% duty concessions on the MFN under the Asia Pacific Trade Agreement, making its exports more competitive.

However, there are two categories of products that India is not exporting to China at present but to other countries and the Government sees scope to enter.

Oranges, almonds, walnuts, durum wheat, corn and grain sorghum are some products that India exports to the rest of the world except China, and the US exports to the Country are in excess of \$10 million. India, as per the study, does not have access at present in the Chinese market. Corn is of specific interest as India exported \$143.6 million worth of the commodity to the world in 2017-18. China imported \$600 million worth of corn during this period. While American corn is subject to 25% duty, APTA countries can get up to 100% concessions on corn exports to China.

# KUWAIT STARTS WORK ON FREIGHT-FOCUSED RAIL PROJECT

**The first phase of the project will create a new line to Nuwaiseb on the Saudi border and a 153km line linking Kuwait City with Boubyan Port.**



Work has reportedly started on a 111km railway project to connect Kuwait with the rest of the Gulf region.

According to a report by Al Anba newspaper, the first phase of the project will create a new line to Nuwaiseb on the Saudi border and a 153km line linking Kuwait City with Boubyan Port.

Citing senior officials, the newspaper said phase one will cost an estimated US \$3-billion.

Kuwait's Public Authority for Roads and Transportation (PART) expects to appoint

a technical consultant for Phase 1 in the third quarter of this year.

The estimated cost of the first phase is 900-million Dinars (US \$3-billion) at 2016 prices and construction is expected to take four to five years.

Freight is expected to generate more than 70% of revenue, although the first phase will also host passenger services from Kuwait City to Damman in Saudi Arabia, which will operate at up to 225km/h on the Kuwaiti section.

## AAICLAS EXEMPTS 100% CARGO HANDLING RELATED CHARGES ON RELIEF MATERIALS TO KERALA

With a view to extend a helping hand and support the ongoing Kerala floods relief drive, AAI Cargo Logistics and Allied Services Company Limited, a subsidiary of Airports Authority of India has decided to exempt 100 percent cargo handling related charges upto 31st August, initially

on the relief-materials being dispatched to Kerala from AAI managed Cargo Terminals subject to meeting certain pre-requisites.

The recent floods of catastrophic dimensions have ravaged the state of Kerala. The massive flood has been declared a calamity of a "severe nature".



AAI is committed towards supporting relief operations.

Source : Online news portals

T S Kaladharan	Chairman
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Ahmed Al Rais	Senior V P - Airfreight
Arjun Bose	Director - CSS Abu Dhabi, Qatar, Oman, Sharjah

Ajay Krishnan	COO - Freight forwarding
Chandrakala (CK)	COO - NVOCC
Dr. Britto Sathesh	Director - CSS Saudi Arabia
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#### Regional Head Quarters

Dubai, Tel : +971 4 8831303, Fax : +971 4 8831312  
Email : [info@cssdubai.com](mailto:info@cssdubai.com)

#### CFS – Container Freight Station

Dubai, Tel : +971 4 8872333, Fax : +971 4 8872335  
Email : [cfsoperations@cssdubai.com](mailto:cfsoperations@cssdubai.com)

#### SCM – Supply Chain Management

Dubai, Tel : +971 4 8831303, Fax : +971 4 8831312  
Email : [info@fmcclogistics.net](mailto:info@fmcclogistics.net)

### Dubai International Airport Cargo Gateway (Dubai Cargo Village)

P.O. Box 27802, Dubai, UAE, Tel: +971 4 2826176, Fax: +971 4 2826179  
Email: [info@cssdubai.com](mailto:info@cssdubai.com)

### Consolidated Shipping Services L.L.C. Abu Dhabi

P.O. Box 32454, Abu Dhabi, UAE, Tel: +971 2 6431717, Fax: +971 2 6431919  
Email: [info@cssabudhabi.com](mailto:info@cssabudhabi.com)

### Consolidated Shipping Services W.L.L. Bahrain

PO. Box 2209, Manama, Bahrain, Tel: +973 17540106, Fax: +973 17540107  
Email: [info@cslbahrain.com](mailto:info@cslbahrain.com)

### CSS Homeward Bound

P.O. Box 27802, Warehouse No. 801-WH11, Al Quoz Industrial first, Dubai,  
Tel: +971 4 3217388, Fax: +971 4 2223445  
Email : [info@csshomeward.com](mailto:info@csshomeward.com)

## INDIA

### Console Shipping Services India Pvt. Ltd. – Bangalore

Suite 305, III Floor, Sophia's Choice, No.7, St. Mark's Road, Bangalore - 560001  
Tel: +91 80 22133011, Fax: +91 80 42110133  
Email: [mailblr@cssindiagroup.com](mailto:mailblr@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. – Chennai

Door No. 151, New Corporation Door No. 132, First Floor  
"Gee Gee Emerald" Commercial Complex, Valluvarkottam High Road  
Nungambakkam, Chennai 600 034,  
Tel : 044 28171511/ 28174512/ 28173481/ 28170515  
Email: [mailchennai@cssindiagroup.com](mailto:mailchennai@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. – Cochin

Ground Floor, CCHAA Building, Indira Gandhi Road, W / Island, Cochin - 682009,  
Telefax: +91 484 2667693 / 2667698  
Email: [mailcochin@cssindiagroup.com](mailto:mailcochin@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. – Coimbatore

No.110, Rajpriya Avenue, #41-A&B, Avinashi Road,  
Civil Aerodrome Post, Coimbatore- 641014 / INDIA, Tel : +91 422 4394142  
Email: [ctraj@cssindiagroup.com](mailto:ctraj@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. – Delhi

A 35, Upper Ground Floor, FIEE Complex, Ma Anandmayee Marg  
Block A, Okhla Phase II, Okhla Industrial Area, New Delhi, Delhi 110020  
Tel: +91 11 40589900, Fax: + 91 11 40589988  
Email: [maildelhi@cssindiagroup.com](mailto:maildelhi@cssindiagroup.com)

### Console Shipping Services W.L.L. Qatar

PO.BOX 55537, Al Matar Centre, Old Airport Road, Doha, Qatar  
TEL : +974 4 4111318, FAX: +974 4 4111319

Email : [info@cssqatar.com](mailto:info@cssqatar.com)

### Comprehensive Consolidated Trade and Shipping L.L.C. Oman

P.O. Box 815, 117, First Floor, Building A, Hatat Complex,  
Wadi Adai, Muscat, Sultanate of Oman, Tel: +968 2 456 6 094, Fax : +968 2 4566093  
Email: [info@cssmuscat.com](mailto:info@cssmuscat.com)

### CSS Kingston Logistics FZC Sharjah

P.O.Box 513258, SAIF Zone, Sharjah, UAE, Tel: +971 6 5575111,  
Fax: +971 6 5575222  
Email : [info@csskingston.com](mailto:info@csskingston.com)

### Consolidated Shipping Services L.L.C. Saudi Arabia

**Dammam Head Office**  
1st Floor, Al Sunaid Bldg., King Khalid St., Thubaishi, P.O. Box 9580,  
Dammam 31423  
Kingdom of Saudi Arabia, Tel: +966-13-8333636, Fax: +966-13-8320533  
Email : [info@csssaudi.com](mailto:info@csssaudi.com)

### Riyadh Branch

2ND Floor, Al Selouly Bldg., Jareer St., Malaz, PO Box 14051, Riyadh 11422  
Kingdom of Saudi Arabia, Tel: +966-11-2063111, Fax: +966-11-2921260  
Email : [info@csssaudi.com](mailto:info@csssaudi.com)

### Jeddah Branch

Suite 20, Hael Commercial Center, Hael St., P.O Box 52143 Jeddah 21563  
Kingdom of Saudi Arabia, Tel: +966-12-6427330, Fax: +966-12-6437220  
Email : [info@csssaudi.com](mailto:info@csssaudi.com)

## INDIA

### Console Shipping Services India Pvt. Ltd. - Bangalore

Suite 305, III Floor, Sophia's Choice, No.7, St. Mark's Road, Bangalore - 560001  
Tel: +91 80 22133011, Fax: +91 80 42110133  
Email: [mailblr@cssindiagroup.com](mailto:mailblr@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. - Kolkata

Srishti, 3rd floor, flat 3B, 12, Ho-Chi-Minh Sarani, Kolkata - 700071  
Mobile : +91 9830295152, Tel : 03346014171, Fax : 03346014171  
Email: [mailkolkata@cssindiagroup.com](mailto:mailkolkata@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. - Ludhiana

Room No. 102, venus House, Street no. 09, Jeevan Nagar  
Focal Point, Ludhiana-141010  
Mob: +91 8284052138, Tel: +91 1615080138  
Email: [meena@cssindiagroup.com](mailto:meena@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. - Mumbai

Suite # 102, First Floor, Sai Samarth Building, Deonar, Mumbai - 400088  
Tel: +91 22 42212800, Fax: +91 22 42212899  
Email: [mailmumbai@cssindiagroup.com](mailto:mailmumbai@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. - Tirupur

NO:7/5,Ganga Nagar, 2nd Street, "MY CAPS" Building 3rd Floor  
Behind Hotel Angel, Tirupur-641 602.  
Tel: +91 421 2236025/2236302, Fax:+91 421 4332347  
Email: [mailtirupur@cssindiagroup.com](mailto:mailtirupur@cssindiagroup.com)

### Console Shipping Services India Pvt. Ltd. - Tuticorin

No.5A/179G, Caldwell Colony, 2nd Street [ West ], Tuticorin - 628008  
Tel/ Fax : 0461 2377088, Mobile. +91 8220009788  
Email: [mailtutti@cssindiagroup.com](mailto:mailtutti@cssindiagroup.com)

## ASSOCIATES

### Consolidated Shipping Services W.L.L. – Kuwait

Suhair Commercial Centre, Opp. Sharq Fire Station, 1st Floor  
Al-Hilali Street, P.O. Box 12075, Shamiya 71651, Kuwait.

Tel +965 2249 3957, +965 22493960  
Fax +965 2249 3956

Abdulrahman Amin  
Dean Landers

Gr. General Manager  
General Manager

abdulrahmanamin@csskuwait.com  
dean@csskuwait.com

### Hindustan Shipping & Clearing House

Ground Floor, CCHA Building, Indira Gandhi Road, W/ Island,  
Cochin - 682009 Telefax: + 91 484 - 2667693/ 98

Latha Ashokan

Branch Manager

latha@cssindiagroup.com

### CSS Pakistan Private Limited

#### Corporate Head Office (Karachi)

Suite # 1201-1202, 12th Floor, Emerald Tower  
Plot G-19, Block # 5, Main Clifton Road, Opposite 2 Talwar  
Karachi-74000, Pakistan  
Tel: +92-21-35157921-3, Mob: +92-345-2007530  
Fax: +92-21-35157934, Email: [info.khi@css-pk.com](mailto:info.khi@css-pk.com)

Muhammad Asghar Malik

asghar@css-pk.com

#### Lahore Branch

Office # D-1001, 10th Floor, City Tower, 6-K Main  
Boulevard Gulberg-II, Lahore – Pakistan  
Tel: +92-42-35788788, Mob: +92 345-2007526  
Fax: +92-42-35788979, Email: [info.lhe@css-pk.com](mailto:info.lhe@css-pk.com)

Mudassar Bashir

mudassar.bashir@css-pk.com

#### Sialkot Branch

Suite B4, 1st Floor, Jawed Centre  
Main Defense Road, Silakot, Pakistan  
Tel: +92-52-3250744, Fax: +92-52-3258049  
Email: [info.skt@css-pk.com](mailto:info.skt@css-pk.com)

Muhammad Nasir

m.nasir@css-pk.com

#### Islamabad Branch

Suite# 12, VIP Square, 1-8 Markaz, Islamabad, Pakistan  
Tel: +92-51-4861147 - 8, Mob: +92-345 2009954  
Fax: +92-51-4861149, Email:[info.isb@css-pk.com](mailto:info.isb@css-pk.com)

Arshad Mehood

a.mehood@css-pk.com

#### Multan Branch

Suite # 1, 3rd Floor, Trust Plaza  
LMQ Road, Multan, Pakistan  
Tel: +92-61-34785027, Mobile No: +92-345-2007530  
Fax: +92-61-34785028, Email: [info.mux@css-pk.com](mailto:info.mux@css-pk.com)

Muhammad Asghar Malik

asghar@css-pk.com

#### Faisalabad Branch

Suite P-47, Chenab Market, Madina Town  
Faisalabad, Pakistan  
Tel: +92-41-8549890, Fax: +92-41-8723381  
Email: [info.fsd@css-pk.com](mailto:info.fsd@css-pk.com)

Muhammad Naeem

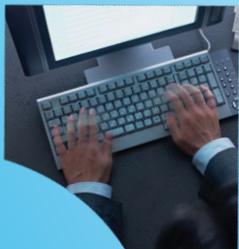
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