

JANUARY-APRIL 2021

Bi-monthly publication of CSS Group

# LIGHTHOUSE

**CSS AND ALSTOM  
SIGN AGREEMENT  
FOR FREIGHT  
FORWARDING**

**CSS OUTPERFORMS ON  
DELIVERY FOR  
UAE-GOVERNMENT OIL  
PROJECT IN ABU DHABI**

25TH ANNIVERSARY ISSUE

25  
Years



# CSS IMPORT & EXPORT

## LCL Export

- ABU DHABI
- ALEXANDRIA
- AQABA
- BAHRAIN
- BARCELONA
- BEIRUT
- CHENNAI
- CASABLANCA
- COLOMBO
- DAMMAM
- DELHI
- FELIXSTOWE
- GENOA
- JEDDAH
- KARACHI
- KUWAIT
- MOMBASA
- NEW YORK
- NHAVA SHEVA
- DURBAN
- RIYADH
- ROTTERDAM
- SHARJAH
- SINGAPORE
- SOHAR
- UMM QASR
- ASHDOD
- COCHIN
- DJIBOUTI
- DAR ES SALAAM
- JAKARTA
- ISTANBUL
- PORT SUDAN

## LCL Import

- ALEXANDRIA
- BAHRAIN
- BANGKOK
- BARCELONA
- BREMEN
- BUSAN
- CHENNAI
- DELHI
- GENOA
- GUANGZHOU
- HONGKONG
- ISTANBUL
- KEELUNG
- KOPER
- NEW YORK
- NHAVA SHEVA
- NINGBO
- QINGDAO
- ROTTERDAM
- SHANGHAI
- SINGAPORE
- SOUTHAMPTON
- XIAMEN
- XINGANG
- BEIRUT
- HOUSTON
- NORFOLK
- LOS ANGELES
- CHARLESTON
- KUWAIT
- HO CHI MINH
- KARACHI
- JAKARTA
- JEDDAH
- SHENZHEN



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# LIGHTHOUSE

## Chairman's Message



T S Kaladharan

No one predicted that a pandemic would have the world reeling under its aftermath in the year 2020. COVID-19 was a black swan event like no other, sending ripples of disruptions across every business segment. It has altered the very business landscape that CSS operates in.

However, it is highly heartening that the CSS family has acted intelligently and responsibly to ensure market continuity. We have once again proven our flexibility to overcome challenges and embrace new realities.

### Growth in the Time of Crisis

While everyone around was tightening their belts by downsizing their operations, we decided to take this challenge as an opportunity. We extended our footprint by opening up a new branch within the Hamriyah Free zone to reach out to the untapped market in the northern emirates of the UAE. With 500,000 sq. feet of storage facility across the UAE, CSS can proudly say that we are among the top service providers in the warehousing industry. Further cementing our market position, we officially signed contracts with various big names in the transport, hospitality, Oil & Gas industry & Fabricators as direct vendors ensuring business continuity for the next three years.

### 2021 – The Year of Great Change

In 2021, CSS has decided to put in place changes in strategy. The Group has restructured its core businesses by hiving them into separate entities headed by able leaders. Our offices are the support pillars that will help develop the region's key customer base and increase our market reach. We are geared to bring forth new offerings and solutions, building stronger bonds with our existing client base and fortifying our network partner relationships.

Considering the challenges that we faced in the year 2020, tight capacity is likely to continue during the first half of 2021. However, e-commerce retail and the manufacturing industry will be one of the drivers for the business. The new market equations and business models with investment into digitization will help us stay on top of our game in the coming year. The opening up of the Israeli markets and the lifting up of Qatar's trade sanctions are bound to bring in new business.

The exemplary CSS attitude where "I" really does not hold a stand; is what will continue to propel us towards reaching our vision to be a top logistics provider in this region and beyond.

### Ending on a Note of Heartfelt Gratitude

I want to thank all our network partners for their continued backing. We also acknowledge the strong support of our customers, bankers, and business associates in 2020. We look forward to your strong support to help us to achieve a better 2021 and beyond. Lastly, I want to express my heartfelt gratitude to each member of Team CSS. Your dedicated services and support during the pandemic helped us stay resilient.

As John F. Kennedy said, when written in Chinese, the word crisis is composed of two characters—one represents danger, and one represents opportunity.

The pandemic has revealed a crisis can set the collective adrenaline flowing, allowing minds to focus on bringing forth new and improved solutions. So, Team CSS, let's go on and make 2021 a 202WON!

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# CSS AND ALSTOM SIGN AGREEMENT FOR FREIGHT FORWARDING



Consolidated Shipping Services LLC (CSS) and Alstom Transport SA officially signed a 3-year contract appointing CSS as a direct registered vendor of Alstom Transport.

The contract draws out the general conditions under which CSS will perform the freight forwarding services. This agreement enhances the responsibility of CSS in providing a seamless end-to-end solution for Alstom. Along with our offices and our worldwide network partner, C.H. Robinson, we will provide unhindered and flawless logistics processes for Alstom as a single-window solution.

The agreement was signed in the presence of Chairman, T.S. Kaladharan, Sreenath Viswanathan, Vice President OPS & Projects, along with Don Raveendran, Manager Warehouse Operations from CSS and Radjah Zouaghi, Supply Chain Manager and Willard Fortus, Customs

& Transport Leader from Alstom Transport.

CSS has been strategically aligned with Alstom since the year 2017. The partnership between Alstom and CSS started with the warehousing and logistics service provided for the 2020 Dubai Metro expansion project.

Alstom Transport is a global leader in the transportation sector. By leading the way to a greener and smarter mobility worldwide, Alstom develops and markets integrated systems that provide sustainable foundations for the future of transportation. Alstom offers a complete range of equipment and services, from high-speed trains, metros, trams, and e-buses to integrated systems, customized services, infrastructure, signaling, and digital mobility solutions.

Both parties are excited about this new partnership. Mr. T.S. Kaladharan

spoke on this significant occasion by saying,

“CSS brings industry-leading logistics management services to the table to deliver Alstom’s next-gen transportation technology solutions. We are confident that Alstom will benefit from the deep skills that CSS possesses in freight forwarding, and this partnership will work out to be a powerful combination that is uniquely complementary”



One can never learn logistics through books. A seasoned veteran in this industry can never be assumed to be a maestro, as every dawn has a new challenge in waiting. With over 25 years of experience coupled with excellence, the CSS family gets you to close to what you define as the pinnacle of success.

## FROM THE DIRECTOR'S DESK

As we celebrate the silver jubilee of CSS in this edition of the Lighthouse, allow me to start by quoting the line from the famous Billy Ocean song, "When the going gets tough, the tough get going."

Over the past 25 years, our organization has been on an incredible journey of growth. The year 2020 was indeed a surprise. The magnitude of the pandemic impacted the global economy and even our business. However, I take immense pride in how our organization weathered this storm.

This year, I saw the CSS family band together more than ever before. We worked even harder and stayed focused to reach our goals.

Even as global businesses slowed down, we survived because of the dedication and commitment of my team. There are no words that can encapsulate my admiration and gratitude; for the sheer dedication and diligence on display during the last financial year.

I say with pride that my team is my strength!

In this edition of the Lighthouse, we want to mark our thanks for our clients and business partners as well. We also place on record the singular support extended to us by the local authorities that kept our boat sailing. Now, the storm is past us, and we have learned valuable lessons from this adversity. Let us



**Arjun Bose**  
Director

march ahead with confidence to attain fresh victories for CSS!

# CHANDRAKALA HOLDS THE REINS OF THE NVOCC WING



**Chandrakala (CK)**  
COO-NVOCC

My CSS career began as I stepped into the hallowed portals of the CSS HQ in the year 2010. Since then, every year has brought in new challenges and opportunities, and I have seen myself do several mantles to reach where I am today.

As I handle the LCL Consolidation division along with my able teammates, we have come to realize this vertical is purely dependant on the mutual and strong cooperation with our partners and relentless local sales service. If the right synergy is not maintained, the consolidation will cease to thrive.

## A Season of Shifts & Changes

Over the past decade of my tenure with CSS, I have seen a dramatic shift in consolidation behaviors and patterns. Who would have guessed that a primarily prepaid market would turn into largely an import market?

We would have never predicted that congestions and void vessels would make customers consider LCL movements to ensure that their cargo reaches the destination. Today, the buyer has full control over building a successful import consolidation box. Today's customers demand more direct services rather than having their shipment being re-handled at a transshipment hub.

With several factors to consider, from local and overseas compliances, LC requirements of our customers, carrier policies, customs policies, our checklists have become endless. We have often found ourselves stretching our limits by being creative, having to jump over the innumerable hurdles to avoid the business's pitfalls.

Having taken many calculated risks by introducing new strategies and out-of-the-box thinking, we have grown the consolidation business despite the many variables that came in our way.

## Our Outlook for the Future

Not for a moment should you consider that this is a message of negativity, instead, by understanding that our ever-evolving environments, we should work together as a team to follow the stratagem to success.

With the Israeli market opening up with the landmark Abraham Accords' signing between the UAE and Israel, we can predict a surge in trade ties between the two nations. The revival of trade ties with Lebanon also presents a positive outlook for the future.

With plans in the anvil for UAE to become a manufacturing hub, we can naturally expect an increase in export consoles. As the GCC region's nations thrive, it translates to the Jebel Ali

Port's growth, a win-win for all!

A free-market economy, the business culture of UAE enables ease of business, which in turn leads to the mushrooming of other players in the field who offer ludicrous prices to capture the market.

The congestion might linger on for the first quarter of 2021, but it should ease from then on. We will continue to offer our clients flexible solutions that cater to their specific needs and requirements.

Even though the "invisible enemy" wreaked havoc in 2020, we succeeded in achieving the same business volume as in 2019. In 2021, we hope to double the current volumes and service unique sectors.

The 3-point strategy for the year ahead will be to:

1. Sell smart
2. Refine our customer service
3. Build up the network synergy

## Nurturing a Culture of Positivity

At CSS, we practice an open-door policy. We encourage our colleagues to talk to each other. If the manager or team leader has caught the vision, the teammates are bound to follow suit. As a practice, we will not wait for our teammates to reach out to us, but we will communicate the vision to them to see it come to fulfillment.

The inception of the CSS business was with consolidation. We have to strive hard to ensure that this division will continue to remain the very heart of CSS and drive growth for the company. To achieve this goal, CSS will move ahead by making path-breaking decisions out-of-the-ordinary and not always the norm.

# CSS OPERATIONS, PROJECTS, AND OIL & GAS VERTICALS RARING AHEAD WITH SREENATH AT THE HELM



**Sreenath V**  
V P - Projects

Presently working as the Vice President for Operations & Projects, Oil & Gas, I joined CSS in 2002. Having been given the great opportunity to lay the foundations of the CSS Branch office in Bahrain, I later moved to the sales department at CSS Dubai.

With opportunities galore for everyone, CSS has provided not just vertical growth but also a lateral growth experience. From sales to operations to supply chain management, transport, and Projects Oil & Gas, I have been allowed to handle various aspects of freight forwarding industry. That's the secret of success behind the CSS growth story, and there is always an opportunity for all! It's now been 18 years with CSS & 27 Years in the industry and I believe I am still as young and vibrant as the day I joined CSS.

## The Projects, Oil & Gas

### Vertical

The Projects, Oil & Gas vertical is at the heart of logistics for turnkey projects. The division specializes in handling long-term contracts and heavy lift loads, and out of gauge cargo. We consider every project as a whole new experience. With very experienced colleagues to handle any aspect of the project at any point of its handling, we are proud to be under the CSS group umbrella. Strictly adhering to the latest ISO & HSE policies, Team Projects provide our customers with seamless solutions with zero incidents from start to finish.

### Looking ahead in 2021

2020 presented many an obstacle with the pandemic, yet we performed better than 2019! We have realized that we are more or less dependent on a set of key clients to sail us through. This needs an imminent change.

In 2021, Team CSS plans to have drastic changes in strategy. We are keen to develop the region's key customer base by increasing our market reach beyond the U.A.E to the Middle East with our offices as support pillars. By expanding our reach, we will be sought after for projects in the region. The support provided by our valuable partners will allow us to achieve this. This will be our first step for 2021 towards our long-term vision for the next few years.

As the markets open up after a disastrous 2020, several stalled projects are coming back into active mode. Team CSS is working to be at the forefront of things when the market opens.

Rising competition is a given in the project logistics arena, but an increase in project forwarders with little or no capabilities to perform is the real threat. Being a niche segment, the opportunities are immense, but forwarders with little or no knowledge can turn out to be the real spoilsport.

### Propelling the CSS Vision

The CSS vision is to take the organization to be the leading integrated freight forwarder in the region. The Projects division will not take a back seat in this vision's fulfillment, but we will be the propellant force in bringing CSS towards our common goal. By connecting our vision statement to the team, we will encourage each player to take responsibility in achieving our common goal.

### It's All About "US"

At CSS, "I" really does not hold a stand. Working shoulder-to-shoulder to achieve the common goal, we have always called ourselves Team CSS. This is what sets CSS apart from the rest and will continue over the years to come.

With a stronger and more confident Projects Team, we will sail the roughest of the seas by following this AAA diktat. Acknowledge our shortcomings, Aspire towards the shared vision and work towards its Achievement.



# RAKESH MENON – GROWING UP WITH CSS

With my 23-year tenure with CSS, my growth story has been in tandem with the company's evolution from the initial days till what the company has grown to be today, a multinational company with offices across the GCC region, the Indian sub-continent, and beyond. From starting as a sales executive to being Sr. Vice President, it has been a phenomenal journey.

## Ushering in Winds of Change

The year 2020 ushered in much change in our industry. New technology and market equations and rising customer expectations, and newer business models presented opportunities and risks.

Adopting and adapting to new technology is the rule of the day. The best way to conquer the highly competitive market is to focus on customer service.

## New Technologies, New Market Equations, New Business Models

The pandemic has brought several threat factors in its wake. It has increased competition and tightened

margins. Our focus for the first half of 2021 will retain our existing traditional customers with hands-on customer service.

The recent trade forecasts predict that freight and shipping volumes will rebound in 2021 as the world is slowly recovering from the economic recession caused by the pandemic. With the Middle East opening to markets that were closed for years, the next few years look promising with many opportunities. This is the hour to come up with "out-of-box" solutions that will invariably produce organic growth.

The new market equations and new business models with digitization will create a highly competitive market scenario. These new digital business models have the strength to seize the industry leadership, leaving the traditional forwarders far behind. We have always managed to stay ahead of CSS's curve by adopting new business models and investing in digitization.

## CSS Values and Culture

At CSS, I value the feeling that I belong to a "big family" and the infectious team spirit to reach the common



**Rakesh Menon**  
Director - Sales & Marketing

goal. The open-door policy allows anyone from bottom to top to access the management team to share their suggestions or concerns.

I believe in leading by example. By inspiring and motivating a team with a clear vision and passion for work, we can steer the ship to the pinnacles of success.

Coming together is the beginning, staying together is progress and working together is a success. This is the mantra I stand by when you combine the energy, knowledge, and skills of a motivated group of people, we can surely accomplish any goal.



**Vivek Nair**  
CFO

# VIVEK NAIR SPEARHEADING THE FINANCE VERTICAL

A finance professional with 15 years of regional and international experience, my expertise lies primarily in Financial and Performance Project Management, Treasury Management, Corporate Taxation, Corporate Structuring, Business Consulting, Restructuring & ERP across a broad spectrum of industries including Construction, Manufacturing, Trading, Real estate, Service. I joined CSS recently to harness the skill sets acquired over the period to support its vision and

mission.

## Global Financial Facilitator

Finance is always a support function, and we are primarily responsible for facilitating all the organization's financial operations. To explain our roles a bit further, our vertical will provide financial leadership across the organization to facilitate rapid growth in liquidity constrained environments, focusing on strategic & tactical planning and corporate



governance. Our role would also extend to risk analysis and mitigation strategies, systems, structures & procedures implementation, cash flow & working capital management, margin improvement & cost containment, credit negotiations with client & financial institutions with special emphasis on relationship & team building.

As a vertical, we would be focusing on maintaining the right financial mix to support the CSS growth trajectory with weightage given to generating long term value to the stakeholders. Our focus would be to maintain transparency of financial initiatives undertaken and monitor and control the organization's health.

### CSS Finance Vision

The mission is to provide leadership, operational oversight, and system coordination of financial products and services. We intend to add value with accurate, insightful, and timely information, analysis, and solutions that promote informed decision-making. The vision of our vertical is to be known as a "model for organizational efficiency and effectiveness" that leverages:

- ▶ Integration of risk considerations to enhance decision-making processes and operations;
- ▶ Benchmarking to improve accountability, transparency, and performance; and

- ▶ Professional expertise to deliver service and results on behalf of our stakeholders.

### Risk & Mitigation Measures

The macroeconomic situation has worsened with the ongoing pandemic, resulting in a higher risk that the business carries in credit, liquidity, and operations. The Finance team intends to bring a more structured approach to strategic management by documenting and implementing Standard Operating Procedures (SOPs) to deal with financial and operational risk.

Risk analysis would be undertaken for each of the business's key segments on a periodical basis with balance and checks to ensure that the risk is mitigated. External stakeholders in the form of bankers and financial institutions will be involved to achieve higher operational leverage. Margins continue to remain under pressure, which we believe could be assuaged partially by Value GAP analysis.

### Forging New Partnerships & Commitment to the CSS Vision

Inspiring and motivating people to do their best to achieve the organization's goals remains the very fabric of CSS culture. We believe innovation, being the CSS vision's crux, can only be achieved by right and empowered resources.

To augment the said vision, we would try to inculcate the CSS values by getting our hands dirty, respecting the chain of commands, deliver the promised results, and appreciating the people contributing to the organizational success.

Our vertical aims to achieve the following goals:

1. **Steward:** Protect the vital assets of the company, ensure compliance with financial regulations, close the books correctly, and communicate value and risk issues to investors and boards.
2. **Operator:** Operate an efficient and effective finance organization providing various services to the business such as financial planning and analysis, treasury, tax, and other finance operations.
3. **Strategist:** Influence the company's future direction by providing financial leadership and aligning business and finance strategy to grow the business.

I believe in leading the team by example rather than managing the activities. It creates a picture of what is possible as leading by example and makes it easier for others to follow suit.



**Roshmon Manoli**  
VP- Freight Forwarding

## GLOBAL FREIGHT FORWARDING BUSINESS HEADED BY ROSHMOM MANOLI

Having begun my CSS career in 2000, I have had the opportunity to grow along with the organization and witness its phenomenal growth from close quarters. It has been a privilege to be a part of CSS's successful journey as it completes 25 years in the shipping and logistics business this year.

CSS has evolved to become one of the most innovative service

providers in this region and with offices across the GCC and the Indian subcontinent and extensive global coverage through its international network partners.

### Marching onwards

In my new role, I look forward to growing the global freight forwarding business at CSS and the experienced team of product specialists in each

*continued on next page→*

of the verticals – Air, Ocean, Supply Chain & CHR Network / Key Account Management. Considering the challenges the industry faced in 2020 amidst the pandemic, tight capacity has been a key characteristic for both air and sea freight forwarding markets. This is likely to continue during the first half of 2021. However, our team is geared to tackle this by offering new solutions and

services to customers, building stronger customer relationships, and our key partners. Over the next three years, one of our focus areas is balancing volume growth with revenue sustenance across all the verticals.

### New market segments

The E-commerce retail and manufacturing industry will be one

of the big drivers for the logistics business. We see this as a potential opportunity for revenue growth moving ahead. The strong work ethic and 'customer-first' culture of the CSS team will eventually propel the strategies and plans for the next five years as we surge ahead on full steam towards completing three successful decades in the business.

## THE OCEAN FREIGHT VERTICAL HELMED BY SANTANU DATTA

My leg of the journey with CSS began just two years back, in February 2021, as I stepped into General Manager's role at the CSS office at Jebel Ali, Dubai, UAE. It has been a highly successful tenure with the key responsibility of developing business, particularly ocean freight export.

My career spans around 24 years in the shipping and logistics industry before joining the CSS Group. Having worked in various capacities across the Middle East, India & Europe, my experience encompasses both mainliners and forwarding companies.

### Strategies, Opportunities & Challenges

With almost 70% of global transportation focused on ocean

freight, there is a large potential market to tap. We can develop this service offering to our customer base. While the main focus remains on FCL Export, we also need to strengthen our import and x-trade ocean services while engaging our networking partners worldwide.

Developing the volume would continue to be our prime focus. However, the right cargo and customer-mix will also be needed to sustain us in this vastly competitive vertical. Expanding our business horizons in this large industry vertical throws many opportunities vide RFQ and we would also focus on SME sectors to balance the risk factor.

### Short- & Long-Term Vision and



**Santanu Datta**  
GM - Ocean Freight

### Objectives

As the year 2021 unfolds, we intend to consolidate all sales forces' efforts across the UAE and GCC region to create a larger basket to offer to the ocean carrier industry. We will focus on emerging and growth markets like Africa, South-East Asia, and the ever-demanding North American market for the next five years.



**Richard Varghese**  
GM - Supply Chain

## RICHARD VARGHESE LEADS THE SUPPLY CHAIN WING

As I look back at the past ten years of my journey with the CSS family, my heart swells with pride and joy at the immense experience and deep insights I have gained within the freight industry.

The Logistics and Supply Chain Management industries face an

uphill battle this year, especially due to the COVID-19 pandemic. This unprecedented crisis has brought new opportunities to the transportation, logistics, and warehousing verticals across the globe. In the year 2021, my team intends to focus on Supply Chain



development, and I foresee a good growth rate over the forecast period of 2021-2025.

CSS is one of the major service providers in the warehousing industry in the UAE, with 500,000 sq feet of storage facility located within Freezones and also across Dubai Mainland. Our capacities include storage solutions for general commodities for both temperature and non-temperature-

controlled products.

Even though CSS has expanded to different verticals over time, warehousing has always remained a core CSS activity for years. With several long-term clients across a wide range of industry sectors, from electronics, apparel, spare parts, tools, furniture, and much more, we have built long-lasting relationships with our client base.

We look forward to developing

upcoming services like last-mile deliveries, exhibition, and international relocations as part of our plans for 2021.

Reiterating the vision set forth by the company, our vertical has set our sights on providing the highest quality warehouse logistics, storage, and distribution services across the UAE and beyond.

## ANITHA DISPLAYS HER PROWESS AT CUSTOMER SERVICE

With 25 years in the logistics industry, I have had the privilege of covering almost every aspect of this industry. Operations and customer service to sales, special projects, and developing network partnerships - I have handled everything. The cumulative experience has shaped me to be the "right fit" for my current role. The best part is that I have hands-on experience from within the CSS Group itself.

### Customer Service – The Very Heart of Logistics

My current area of focus will be managing and developing the Customer Service division at CSS. My responsibilities will also encompass building relationships with our network of partners along with Special Projects. Critical and time-bound shipments across all industry segments, Special Projects require on-time completion and a keen sense of discretion, given the moves' sensitivity.

### Strategizing for Our Path Ahead

While we have a whole range of tactics and strategies planned for the way forward, the primary one is to increase my team's

strength. Secondly, we are keen on deepening the commitment with our partners worldwide. Engaging with our network partners will help us spread our wings, and in turn, this symbiotic relationship will fuel our partners' growth.

The management team has extended their full support to our plans and ideas, which helped implement them without much ado.

### Africa and the Far East – The New Frontiers

There is a rising potential in the African and Far-Eastern markets. Working in tandem with our network partners, we can fuel growth in these regions. The signing of the landmark Abraham Accords has eased diplomatic relations between the Middle East and Israel. This strategic move has opened up a large market for the logistics industry. We are indeed living in exciting times!

We intend to expand our portfolio by including more challenging projects in remote areas, thereby further extending our footprint across the region.

### Leading by Example

I work by the dictat, "Work Hard, Play Hard." I believe in leading by



**Anitha Jaikrishnan**

GM - CHR Networks & Special Projects

example and letting my work and methods be a source of insight and motivation for my team.

I want to empower my teammates to reach their maximum potential. Be fearlessly ambitious, be ambitiously productive, and productively positive. We can take CSS to the pinnacles of success!

# PETER BELAVENDRAN PILOTS THE AIR FREIGHT VERTICAL

With an innate ability to handle multiple tasks at a time, I also possess the capacity to pursue long term goals with focus and dedication. The past year has been a great learning experience, and I am excited about contributing to the CSS vision in the years to come.

Handling the Air Freight vertical, our team holds the responsibility for import, network development, consolidation, regional air freight, product development, air freight, export sector-wise volume development, Aircraft on the Ground/Dangerous Goods (AOG/DG) product development along with charter and project cargo.

## The Way Ahead

We intend to build our agents network for greater synergy, which will enable us to provide competitive product solutions in both imports and exports along with cross-trade to drive volumes. We will also be implementing the new

in-house product called Courier/DG/AOG & Perishable movements.

The world is our oyster concerning the air freight industry. By integrating UAE and Middle East with a greater focus on CNSL and respective airfreight products within the CSS Group, we are confident of conquering this buoyant market segment.

## Vision for the Future

We plan to develop the airfreight division across all CSS locations to offer the airfreight product solutions to our overseas partners and local clients. This initiative will help us enlarge our footprint, thereby increase the airfreight volumes both regionally and internationally.

We foresee that MNC forwarders and major courier companies will approach clients offering heavily discounted rates to fulfill their capacity due to the present situation. The hour's



**Peter Belavendran**  
GM - Air Freight

need is to develop CNSL to convert + 100 Kgs shipments cost-effectively to provide door-to-door service to our clients.

As we finetune the product offerings, we will drive in more airfreight volumes and achieve more than budgeted targeted volumes of 2021. With a long-term vision of setting up a separate CSS Airfreight Division within CSS Group, I believe that positivity combined with the right mix of dedication & teamwork will help us win this game.

# FIDA ASGHAR SPEARHEADS THE NVOCC DIVISION

Having completed more than two decades with the CSS family, I can proudly affirm that I am a true-blue CSS-ian, through and through! My jovial and friendly nature has allowed me to enjoy every second of this incredible journey.

Our team handles sea freight and is mainly into LCL shipments. This vertical has been the backbone and the very bread and butter of the organization. Though we are neutral in the market, this year we intend to concentrate on exports. As for the plans for the coming year, we have many in the offing and will be revealed in the days ahead.

We look forward to 2021 for greater opportunities as the world opens up slowly after the pandemic and things have started moving. The New Year has brought in the good news of the

Gulf countries opening up Qatar's borders. We have set our targets high for the year ahead, and we will work at achieving the set target of 40,000 cbm in 2021. Our vertical has set our eyes to achieve this target and promote more KSA activity to increase LCL export volumes.

We operate in an increasingly competitive market with more consolidators coming in every year. However, we believe that with the excellent rapport we build with our clients and our superlative services we provide, that exceeds expectations, we are here to stay and be on top of our game.

CSS's greatest strength has always been with the open-door policy, making it easier to communicate with the



**Fida Asghar**  
Sales Manager - NVOCC

management and the teams. I look forward to sharing my experiences with the team to lead them on the right path to success.



# LCL Export Sailing from **DUBAI** to **ASHDOD**



Save  
time  
with us

New  
Destination  
**ISRAEL**



HAIFA



ASHDOD

TRANSIT TIME : 21 DAYS



CSS DUBAI

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# RENJITH CAPTAINS CSS ABU DHABI

Twenty years of unstinting service! Not everyone knows that I've been working here for such a long time. When I look back, I realize that it has been two decades.

I began my career started with CSS Chennai as an Operations Trainee. I was young and full of expectations. I worked very hard that year and was promoted to Sales Executive. Later on, I had opportunities to work in CSS Mumbai, Delhi, Bahrain, Dubai. And now, I am in Abu Dhabi for the past eight years.

My experience with CSS has taught me that progress is never stationary. It has allowed me to evolve according to the situation. My passion for this profession and my dedication to work drives me to achieve both career and personal goals.

## The Logistics Industry – Intimidating yet Exciting

Logistics is both an exciting and intimidating profession. As the saying goes, "No pain, no gain." However, success makes sacrifices worthwhile.

## Young and Vibrant CSS Abu Dhabi

Our young, vibrant team works with a keen focus on building up the Abu Dhabi portfolio and across the UAE, Muscat, and Oman. Opportunities abound in this region, especially in the logistics sector. We need to strike when the iron is hot and make most of the prospects that open before us.

To achieve our targets, we need to upsize the sales team with a dedicated team for Projects (Oil and Gas). This will help us foray into the Oil and Gas project business in Abu Dhabi and tap into the Oman market and contribute to financial outcomes.

## Working Shoulder to Shoulder

The friendly working culture at CSS coupled with the top management's unstinting support motivates us to perform at our optimum levels. I believe that communication is a two-way street, and we should make sure that there is a constant flow of communication between the teammates. When we appreciate and



**Renjith B Pillai**  
General Manager  
CSS Abu Dhabi & CSS Oman

praise employee efforts and show respect and admiration for their work, it always works out for the company's best. While people want to know they are respected, we must establish the ground rules for respect.

I am committed to fulfilling the larger vision for CSS by putting aside personal gain for the group's well-being.

As the great Chinese thinker and philosopher Confucius said, "Choose a job you love, and you will never have to work a day in your life."

# MIDHUN GEORGE MOTIVATES CSS ABU DHABI



**Midhun George**  
GM-Sales CSS- Abu Dhabi  
Network Europe & Scandinavia

It takes a conscious effort to build and maintain a workplace where every employee feels like their work is meaningful. CSS is truly such an organization.

I joined CSS in September 2013 as a Sales Manager. My main role was to develop individual sales and deploy a new sales team for CSS Abu Dhabi. CSS has provided me with a platform to grow professionally and has given me endless opportunities.

Today I hold the post of General Manager – Sales (AUH), Network Europe & Scandinavia. My learning curve has always been progressive with CSS. I acquire new skills and

knowledge every day with my exposure to value-added services and project cargo shipment. My portfolio includes an additional responsibility to develop the agency network (Europe) of CSS Group.

## Team CSS Abu Dhabi

Our branch in Abu Dhabi is strategically located amid the industrial hub. We have good access to airports, seaports, customers, and government departments. The highly dynamic team comprises a group of motivated and driven sales personnel. The operations team is well versed with all procedures, documentation,



and other operational technicalities. Tackling hurdles and troubleshooting problems here is quicker, thanks to a team of experts with whom I collaborate.

### Present and Future Trends

The hiatus due to COVID-19 has thrown the industry out of gear. Sales figures have not reached desired targets. Apart from this, we face cutthroat competition from other competitors in the market. Slim margins and an increase in the bargaining power of customers has been the trend in the industry. In such an environment, one needs to stay relevant. We need to explore and focus on niche clients to create newer markets. Now is the

time to display the art of selling and customer service.

In the year ahead, we intend to get registered with major government entities for their RFQ. One of the key focus areas for us will be the oil and gas business. If we secure a footing in the oil and gas sectors, the branch will benefit much. Another direction we need to take is to invest in moveable assets.

Once we emerge from this pandemic, the global economy will surely improve. Many positive trends are already underway in the global economy. Many pending projects will open up, and there will be greater prospects in commodity trade and

e-commerce. At CSS, we should be well equipped to rein in these positive trends into our business.

### Determination and Hard Work – The Way Forward

Hard work is the essential key to success. The focus needs to be on our key responsibilities to exceed expectations. We need to stay motivated, sharpen our skills and keep high standards for ourselves.

Over the years, the top management at CSS has always been approachable and supportive. Most of all, they have displayed themselves as the epitome of optimism. With their uncompromising sound counsel, CSS Abu Dhabi can achieve

## THOMAS IN CHARGE OF CSS KINGSTON

I stepped on Dubai soil in 2004, and I was lucky to land a job as a sales coordinator with CSS. It was indeed a steep learning curve as I did not have any experience in freight forwarding. However, with the support extended by my seniors and departmental heads, I quickly learned the ropes.

I moved into sales and then into Key Account Executive's role and was further promoted as Manager - Key Information Desk.

Today, I handle the responsibility of overseeing the CSS Kingston's SAIF Zone Branch and Hamriyah Freezone Branch

### CSS Kingston

CSS Kingston Logistics (CKL) was opened predominantly to tap into the freight forwarding and 3PL opportunity in the northern emirates of the UAE. We have further extended our reach to Hamriyah FZC with our freight forwarding and 3PL services.

With a total capacity of 110,000 sq. ft covered facility, we can store approximately 13500.00 cbm. We also have an 8000 sq. m open yard facility.

### Riding the wave in 2020

No one predicted that a pandemic

would have the world reeling under its aftermath. CKL made it an opportunity to expand by helping our customers cut their operational expenses by utilizing our service and expertise.

### Tapping into Opportunity

CKL intends to capitalize on the opportunity based on the current market situation. By expanding our reach to each customer, we can help them cut costs by partnering with CSS Kingston.

The next on the books is to expand our presence with more branches in northern emirates like Fujairah, Ajman, Ras al-Khaimah, and Umm al-Qaiwain. Enlarging our footprint across the northern emirates will enable our customer base to reach all UAE parts. This will support our customers to expand their reach with our cost-effective offerings with high levels of service.

With an increased requirement of 3PL opportunities in the SAIF zone, we foresee CKL emerging as a brand name to reckon within, especially at strategic locations in northern emirates.

### CSS – Unlike Any Other

The values and the culture that



CSS inculcates is what sets it a notch above the other players in the industry. At CSS, we care for each other, identify talent by enabling people to grow. With a focus and clear vision to achieve the highest level of customer satisfaction, we have provided cutting-edge yet cost-effective logistic solutions.

Our customers are our greatest assets, and this is the maxim that drives each employee at CSS. As we increase our assets, we keep growing

# AMITH HEADS THE OPERATIONS AT CSS QATAR



**Amith Radhakrishnan**  
Asst. Manager - CSS Qatar

Having started my logistics career with CSS in Dubai, today I am placed in Qatar. CSS has provided a platform for me to learn and dabble in all aspects of the logistics spectrum over the last decade.

## CSS Qatar – Surmounting the Odds of the Blockade

CSS Qatar started in 2016 with a limited number of employees. A crisis was just around the corner with the diplomatic crisis in the year 2017. Initially, the aftermath of this crisis was felt by the entire market. Although the market slowed down in the early days of the diplomatic crisis, Qatar soon rolled out ventures with various production units. It further strengthened the market and reached a status of independence. The major strength behind these operations was starting of Hamad Seaport.

Having started CSS Qatar with minimal staff strength, we realized the market changes and moved

step by step. In the years that followed, we built a stronger team, increased the sales team strength, and built up our entire team. Every employee of CSS QATAR helped in taking CSS Qatar to what it is today.

## FIFA 2022 – A Driving Force

CSS Qatar has been growing along with the growth and development of the nation of Qatar. The government of Qatar has taken several steps for the country's development by investing in its economy. The prime focus is the 2022 FIFA World Cup and advancements in medicine, electricity, oil and gas, tourism, construction, maintenance, food, and other industry verticals. The government has also announced Vision Qatar 2030. There might arise the opportunity to host Asian Games in 2030. CSS Qatar envisions the strategic role that the company can play during these massive events.

CSS has made a name for itself in the Qatar market during this period. In the years to come, the team will continue to strengthen itself, devise new strategies, find more business opportunities by understanding each sector's business potential and setting up separate teams for each of them and will strive to achieve our goals.

## Conquering the Credit Challenge

Timely payments from creditors have been a deterrent for our growth in the past year. Some of our competitors and other new players have been offering credit

facilities to their customers with open credit options, without too many formalities. But this can pose a threat to their business growth if they do not realize their payments on time.

At CSS, we have decided to effectively tackle this situation by filtering the clients and conducting detailed research into clients' financial health and track record. If the client clears our benchmarks, we will request them to submit a guarantee cheque as security or PDC against the cargo release.

## 2021 - The Year Ahead

The year ahead can be rife with challenges. With the diplomatic blockades having been withdrawn, invariably, there will be a boom in trade, increasing demand for logistics support. This also means a mushrooming of competitor companies in this small market. We are confident that CSS Qatar will score much better results than the year that went by, especially with the opening up of trade linked to the GCC region.

## Working Together for Victory

CSS Qatar is glad to be part of the larger CSS family. As we align ourselves to the CSS Group's vision, we are confident that we will reciprocate the management's trust. We work together as a team to become one of the major shipping and Forwarding companies in Qatar and spread our footprint across other trade lines.



# AMAL LEADS CSS BAHRAIN WITH A RENEWED VISION



**Amal Hareendran**  
Branch Manager - CSS Bahrain

Have started with CSS in the year 2010 as Coordinator in Projects, Oil & Energy Department, I have seen my career progress. I later moved on to become the Operations Manager at CSS Abu Dhabi. Currently functioning as the Branch Manager of Console Shipping Services W.L.L, the Bahrain branch of CSS, my 11-year career at CSS has awarded me with opportunities galore.

I was privileged to work at CSS locations across the region and beyond. From Dubai, Abu Dhabi, and Sharjah to Oman and Kochi, I have been entrusted with various responsibilities and roles, which has enhanced my skills and experience in all aspects of Logistics.

## Surmounting the Odds at CSS Bahrain

CSS Bahrain branch was restructured and launched as a new branch in October 2019. The challenges ahead are many - we need to bring in new clients and

raise and build up a whole new team. The limitation of being a small market with increasingly high competition, the COVID-19 pandemic, and the ensuing problems have added to our challenges.

But despite these concerns, the Bahrain branch has shown stellar performance above expectation in the year 2020. It was indeed a remarkable year for CSS Bahrain. My heart swells with pride as I lead a dedicated team along with the full support from the top management, the wind beneath our wings.

## Strategies Ahead

The way forward for CSS Bahrain is simple and straightforward.

First and foremost on our strategic plan, we aim to increase the reach of CSS Bahrain to new customers every day, without compromising the services we extend to our existing customer base in the island nation. We will strive hard to maintain the high standards of excellence in service levels. Continuing the CSS Group's legacy, we have committed to doing business with utmost dedication to Fair Business Ethics.

Last but not least, we will work together to keep up the morale of all the employees and team members at CSS Bahrain

## Looking Past 2020

The year 2020 brought a downturn to every industry and affected general trade the world over. But with the vaccination drives being rolled out across every nation, we can expect a resurgence in the market in 2021. CSS Bahrain intends to venture into upcoming project movements and tap

into the potential clients amongst government entities in Bahrain.

Our five-year plan includes our vision to be an NVOCC market leader in Bahrain, providing competitive rates and excellent service by maintaining Fair Policy Business Ethics. We also see ourselves as a Freight Forwarder par excellence with the capacity to handle general forwarding and project movements in the region.

## Onward and Ahead

Though we face the imminent threat of targeted competition, underquoting, volatility, and rate increase due to the impact of COVID-19, there is plenty of opportunities as well. A huge untapped market is actively on the lookout for a freight forwarder with market-leading logistics solutions.

Maintaining good relationships with our existing client base will enable us to get accurate feedback. We have also decided to go by the fair policy. No matter what, we will adhere to not under quoting whatever the competitor strategy might be.

With the CSS Group's focus on the GCC region, the newly started Bahrain branch will contribute to the NVOCC and Forwarding business of the CSS Group by building on the network partners. Our aim remains to:

- ▶ Ensure 100% customer satisfaction
- ▶ Ensure 100% employee satisfaction
- ▶ Achieve the company targets

We look forward to finishing the year in flying colors by repeating and outperforming the excellent performance we displayed as we opened our innings at Bahrain.

# SUSANTH SHEKAR MANAGES HUMAN RESOURCES & ADMINISTRATION WITH FLAIR



**Susanth Shekar**  
General Manager - HR & Admin

People are the most valuable asset of any organization. It is the workers in the lowermost rungs who contribute to their employer's sustainability and profitability. That's why human resource professionals take on various roles and tasks that can affect organizational outcomes.

My career started with the CSS Group in the year 2009. It came with several opportunities and challenges to manage Human Resources for the GCC's entire CSS portfolio.

## Human Resources – the Cornerstone of an Organization

Effectively managing this human capital and recognizing that human resources need to be both administrative and strategic has built up Team CSS. The most challenging duel was to sustain people in the long run with the best talent management. All members of a person's resources team or

department connect the worth of human capital to the company's bottom line.

That's where Human Resources becomes so crucial. I have been dedicated to nurturing a team that is adept at dealing with people from all backgrounds and levels of experience, knowledge, and skill. Some of the specified attributes to achieve HR efficacy include flexibility, patience, attention to detail, outstanding communication and listening skills, negotiation skills, and professional discretion.

In the wake of recent developments around world markets, new challenges are evolving, involving collaborating with project teams and employees based outside the office. Remote working culture has become a necessity and is only bound to increase. Technology and online resources have become pivotal in the onboarding, training, and development of employees.

## Data-Driven Decisions

Data analytics provide HR departments with the long-term perspective chances to become more empirical. It provides hard evidence for their opinions, thereby gaining much-needed credibility at the business's very best levels.

One cannot structure and resource an organization as before, as organizations of the future will look radically different. Instead of pushing resources and people based on forecasted demand, fast-paced organizations may instead enable a broad range of resources and people to be pulled on an as-needed basis in response to events in real-time and where they're going to have the foremost impact.

We have always viewed individuals as a series of fragmented parts like a neighborhood that must be recruited, learn and progress. Henceforth, we'd like to specialize in every employee and their related needs, which encompasses the extended workforce. Only then can we ensure that this increasingly important resource stays just as motivated and high performing as the traditional employee.

## Transforming for the Future

The employee experience begins at the talent acquisition phase and especially with the onboarding process that follows. If we get this wrong, they're going to not be engaged early. The employee journey must add up to it and meet their changing needs, and that's where digitization is vital.

Key experiences that have to change significantly are that of the performance and development process. Companies have been experimenting with new performance management approaches that emphasize continuous feedback and coaching, reducing the appraisal's focus.

Talent ecosystems are now a reality. Companies cannot consider their workforce to be only the workers on their record but must include freelancers, "gig economy" workers, and crowds. We have to create an integrated employee experience to makes sense to all involved in our organization.

Therefore, HR needs to fundamentally reshape itself to become a critical driver of agility and be a leader in digital transformation.



# MENUSHA STEERS THE COURSE FOR CSS, SRI LANKA



**Menusha Srilankeshwara**  
General Manager - CSS Sri Lanka

The two years at CSS have been challenging yet colorful!

With so many ups and downs in global trade, CSS has enabled us with the freedom to make decisions as leaders. We have established CSS Colombo as a rock-solid arm of the CSS Group in the Indian Sub-continent.

## CSS Lanka - Our Capabilities

CSS Lanka started in the year 2018 with just two employees. Today, we have full-fledged operations with a very young and vibrant team of seven. Within six

months of our inception, we were able to have our staff inside Colombo port to do our stuffing and de-stuffing.

As for consolidation, we have proved ourselves to be strong in exports to the Indian Sub-continent and imports to the Far East. From the very onset, we have been handling all kinds of freights (FCL, cross trading, projects, reefers) from and to anywhere in the world.

Backed by CSS's capability to provide 360 degree logistics solutions covering the entire Gulf region and the Indian sub-continent, CSS Colombo can function as a transshipment hub. Being strategically aligned with the Malship group in Colombo, one of the pioneers in Sri Lankan logistics, lends us a better edge over the other players.

## Anyone Can Sell!

I have always believed in the 'Anyone Can Sell' concept. With a background in operations and customer service, I have worked my way up from being a salesperson as I was passionate about giving back to the place I work. I always motivate my team to have their client base, and I have implemented this concept for the Colombo branch. I believe that each of us has a salesman within us. You need to have faith in

yourself and bring him out!

## Vision for the Future

E-commerce will be the path-breaking frontier, and we could position ourselves as a single platform for bookings, communication, tracking, and tracing.

Due to the current situation, things can be a tad slower than how it used to be, but from mid or end 2021, the trade will pick up speed in Colombo. Our primary intent at the moment is to maintain sustained growth. With a vision to be on the list of finest freight forwarders in Colombo, this is the season to do the necessary groundwork.

The Sri Lankan market is still not aware of the CSS Group's strength, which has proved to be a deterrent in increasing the volumes from Colombo. Regular engagements with clients and carriers can help us in boosting transshipments via Colombo in the future.

## Team CSS

With sound leadership at the helm that extends timely guidance and friendly counsel, CSS is driven by its people. Even though the branches are many, I believe that we are one big family and want to instill that same passion and dedication in my teammates.



**Rahat Talreja**  
VP-India Operations

# RAHAT TALREJA LEADS CSS INDIA AS VICE PRESIDENT

I was just back from New York after my stint as National Route Development Manager for Tigers Worldwide Logistics (formerly known as Kamino International) when I decided that I wanted to stay back in India and build my career here.

At the same time, the CSS Group was rolling out its expansion plans

across India. That's when I was awarded the opportunity to be part of the core management team in 2007.

## A Journey of 14 years

My initial days were spent traveling across the length and breadth of India and also overseas.

*continued on next page→*

From meeting clients and agents to attendings logistics events, conferences, and seminars to establish our presence and service capabilities both within and outside India with our various product verticals. From building local teams and orienting them on work ethics, business process flow, data management, risk management, cultural quotient, and emotional discipline.

I was able to instill within the teams the power of being low key, business performance over public performance, ability to challenge oneself, reconstructing your benchmarks without bothering about the competition, importance of training, and altering business strategy to suit the macro environment.

All these aspects have become a part of my daily work life till today!

### Change is the Only Constant

The 1990s, 2000s, the 2010s, and now 2021 have depicted different characteristics. The pace of change has accelerated. Every ten months, the world is changing now, which happened at a slower pace with a ten-year earlier gap. Also, work is abundant, so work should be co-

related to resource deployment because, unlike work, resources always have limitations for individual organizations.

### The Shipping Business Dynamics

The shipping business is 60% a legal business governed by a framework of rules, regulations, documents, checks, and balances, which define roles and duties with financial liabilities for each person involved in a transaction. The remaining 40% is capital allocation. What you allocate, to whom with what risk, what return, working capital cycle, transition risk.

Therefore, it's a marriage of capital risk with legal risk. In this scenario, the crux of any management's thinking should be to manage these two pillars most effectively.

### Aligned to Organizational Objectives

If anything, people cause one to defocus from the core goals. Too many opinions and too many varying views can easily make one go astray. You may hire a very seasoned FCL salesperson but whether he aligns with your own goals is a different topic. We must listen to everyone but do what

you have to, especially when you are clear on our organizational objectives. I always believe money in the pocket is money. Rest all of it is an act of circular jugglery.

### Vision for CSS India

The vision for CSS India is to be the best in class in all financial parameters. From ROCE, ROE, EBITDA margin, PAT margin, working capital days, and zero NPA along with high standards of tax and legal compliance, which is always our thrust. We do not believe in taking short cuts, a norm in the Indian market. Our Group Chairman's unhindered support and faith enable us to achieve this level of financial fitness.

With freight rates having quadrupled and the capital cycle adding another 30-60 days extra, the capital requirements will increase to more than five-time soon. We need to use it efficiently!

If you make a crore by deploying a crore, you know the job. If you make a crore by deploying five crores, you need to be oriented, but if you make a crore by deploying ten crores, you need to be in Japan. This is my message to my team.



## PROJECTS AT CSS

Team Projects at CSS started the year 2021 by completing a heat exchanger to DDP Houston. The scope of work awarded was to move the shipment from the manufacturer yard up to the door in Houston, USA. Though the weight and dimensions were smaller compared to the earlier piece, this move also required smooth coordination to ensure safe load out. The cargo was 60 Tons in weight and with 8.80 x 2.36 x 3.23m(lxbxh) as dimensions.

The first part of the Hamriya Free Zone loadout, including the customs documentation, was handled very smoothly by our branch CSS Kingston at Hamriya free zone. Our in-house lashing & crating department got into action to ensure cargo is well lashed and secured without damaging the cargo. The documentation team at Jebel Ali ensured all formalities were completed for the smooth loading of the cargo out of terminal one at Jebel Ali port. The cargo completed full loading & lashing operations on the 1st January 2021 onboard vessel MSC NAVARINO.

"We were in very close coordination with the carrier MSC & Dubai ports authority, and we thank them for all their support. This, combined with great effort by all at the projects division & team CSS, ensured a smooth and seamless operation." Commented Mr. Arun P, Manager operations at Projects Division



# CSS OUTPERFORMS ON DELIVERY FOR UAE-GOVERNMENT OIL PROJECT IN ABU DHABI

Abu Dhabi has confirmed the massive discovery of oil which amounts to 22 billion stock tank barrels (STB) of unconventional oil resources, located onshore. Announced in the presence of Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi, the oil discovery exceeds some of Abu Dhabi's major fields in terms of resources.

It has been approved to award exploration blocks in Abu Dhabi to position UAE as a leader in the oil resources. This discovery will further strengthen the UAE's role as a resource holder with high-quality crude grades, underpinning its position as a reliable energy provider to the world.

Recently, CSS has been able to provide seamless logistics for an oil project by a UAE-government entity in Abu Dhabi. On the 25th of November 2020, CSS was commissioned to deliver oil field equipment weighing 60 tons in total.



This significant project involved the collection of the valves from Scotland, UK and to be delivered to Musaffah, Abu Dhabi. The shipment was carried in a dedicated Charter flight via Al Maktoum International Airport (DWC).

Delivering within the specified timeline was the vital aspect of this project. The CSS team strategically planned every detail of the operations smoothing out any hassle and delays caused by bottlenecks. Planned to perfection, as always CSS



exceeded expectations by delivering the cargo to Mussaffah, Abu Dhabi much before the deadline stipulated by the client. The final phase of this project was completed in December 2020.

# THE CONGESTED COLOMBO PORT - A BLESSING IN DISGUISE FOR COCHIN PORT TRUST

With the congestion at the Colombo ports growing by leaps and bounds, the Cochin Port authorities expect several mainline vessels to anchor at the Cochin Port Trust shortly.

The first ship to have entered the Cochin Port Trust waters was the S.S.Padma (a coastal ship of the Bombay Steam Navigation Co.) on 26 May 1928. Since then, the Cochin Port Trust has been expanding to meet the trade requirements of the region.

The latest anchoring at the inner harbor of the Cochin Port Trust was of the 366.5-meter ship, Maersk Edinburgh. This mainline vessel of the 2M Alliance was berthed at the International Container Transshipment Terminal at Vallarpadam under the US



East Coast Service.

Another fact accorded to this ship is that it belongs to 13568 TEU Container Capacity Vessels that are among the largest class of ships called at Indian Ports. With the ongoing congestion at the Colombo Port, the mainline will benefit in two aspects. The benefits include lower logistics costs as well as

lower transit time of cargo.

Interestingly, trade sources all point out that Colombo congestion has turned out to be an opportunity for the Kochi ports. This has promoted the trans-shipment business following the diversion of ships. This directly boosts Kochi's image in handling the transshipment of cargoes

Source: [www.thehindubusinessline.com](http://www.thehindubusinessline.com)

# UAE - THE EPICENTER FOR COVID-19 VACCINE DISTRIBUTION

## Abu Dhabi ports is playing "a vital" role in the global fight against COVID-19.

With one of the region's largest ultra-modern pharmaceutical logistics facilities now operational, the port is poised to undertake the storage and distribution of more than 70 million vaccines.

Abu Dhabi Ports has dedicated a 19,000 square meter temperature-controlled warehouse facility in Khalifa Industrial Zone Abu Dhabi (KIZAD), which already houses more than 1 million vials of the vaccine. The facility has the capability to store vaccines and other pharmaceutical products at a range of 2 to 8 degrees as well as the more extreme range of -80 degrees.

## The Hope Consortium- Helping the World Get Through This Global Pandemic

Abu Dhabi is spearheading the launch of the Hope Consortium. This UAE-based public-private partnership includes the Abu Dhabi Ports Company, Etihad Cargo, Rafed, the healthcare purchasing arm of Abu Dhabi-based ADQ, and SkyCell of Switzerland. The Hope Consortium

represents a complete supply chain solution to address vaccine transport, demand planning, sourcing, training, and digital technology infrastructure and facilitate vaccine availability worldwide.

It will offer international governments, non-governmental organizations, and vaccine suppliers a cohesive solution across every supply chain step – from air freight, regional storage and temperature monitoring, inventory management, cold and ultra-cold container solution, and regulatory clearance and healthcare and pharma quality assurance.

Consortium partners already have extensive expertise in the global delivery of millions of COVID-19 related items, such as personal protective equipment, diagnostics consumables, vaccines, and pharmaceuticals.

Distribution of the vaccines, which will be stored in Abu Dhabi Ports Company facilities, will be carried out by Etihad Cargo. The national carrier will leverage its extensive intercontinental network, fleet, and charter flights to supply vaccines globally. Etihad Cargo has outstanding pharmaceutical logistics expertise and specialized pharma and



healthcare service, PharmaLife, and the IATA CEIV Pharma certified product to facilitate temperature-sensitive cargo between +25°C and -80°C.

Rated has already managed large volume products before and during the pandemic for the UAE and humanitarian initiatives. With this collaboration, it can consolidate its efforts to meet the challenges of distributing sensitive pharmaceuticals quickly to global partners in the public and healthcare sectors.

The transportation of vaccines will be done using SkyCell's hybrid containers. These storage and transportation containers are secured through an IoT monitoring service that tracks temperature conditions to ensure sensitive vaccines are protected even under extreme conditions. These containers maintain steady temperatures for an average of 202 hours (8.4 days) and self-recharge automatically in a cooling chamber or reefer truck.

Amid an anticipated surge in vaccine logistics, this collective expertise will garner a multi-faceted capability to provide seamless logistical solutions.

## Abu Dhabi - A Local, Regional, and Global Distribution Hub For COVID-19 Vaccines

KIZAD has one of the largest cold chain and ultra-cold storing in the





region and enables the UAE's drive to spearhead global immunization efforts that will positively impact millions of lives. The vaccine storage processes with the international best practices governing the long-term storage of pharmaceutical products will ensure vaccines' efficiency. Such a robust solution is necessary because the vaccines are composed of genetic and protein ingredients and must be stored in optimal temperatures for the longest possible period to ensure their efficacy when administered.

Abu Dhabi Ports is ready to play a leading role in the end-to-end supply chain, including storing, processing, and distributing this extremely sensitive product. These facilities at the Abu Dhabi port will leverage its capabilities as an innovation epicenter serving the Middle East and wider world through Abu Dhabi as a supply chain gateway connecting East and West.

Moreover, with two-thirds of the world's human footprint within a four-hour flight of Abu Dhabi, the investment in technological expertise and world-class infrastructure facilities means it can serve as a global logistical hub too, and for, the world.

### **SAP's Vaccine Collaboration Hub (VCH)**

SAP has opened a vaccine collaboration hub in Dubai to manage vaccine supply and distribution. SAP's VCH is built on the SAP Information Collaboration Hub for Life Sciences. It covers the end-to-end process from manufacturing to controlled distribution to administration and post-vaccine monitoring.

Businesses that are part of the vaccine production process, from manufacturers, logistics service providers, and pharmacy companies to wholesalers and dispensers, can run their critical vaccine processes on SAP software.

COVID-19 has put much pressure on the life sciences industry. To bridge the large gap in their supply chain strategy in this industry, SAP's VCH is a one-stop-shop for the life sciences

industry to manage their vaccination procedures and tap into a source of suppliers, even those across industries.

The VCH, part of SAP's industry cloud strategy, provides the critical network and technology capabilities required to deploy large-scale vaccination programs and drug distribution effectively.

SAP has designed the VCH as an extension to its business network and will support organizations in managing vaccine supply distribution better and helping governments and their industry partners coordinate and successfully carry out mass vaccination programs.

Also, the VCH provides a backbone to better mitigate such emergencies in the future.

### **Air Cargo - In Full Throttle for COVID - 19 Distribution**

Governments worldwide have a tall order of reaching the COVID-19 vaccines developed by Pfizer and Moderna to the masses. In turn, this means that logistics firms have a "mission of a lifetime" with distributing these vaccines.

The International Air Transport Association (IATA) has released guidance to ensure that the air cargo industry is ready to support the large-scale handling, transport, and distribution of a COVID-19 vaccine. IATA's Guidance for Vaccine and Pharmaceutical Logistics and Distribution provides recommendations for governments and the logistics supply chain undertakings. The Guidance lines have been prepared in collaborations with a broad range of partners, including the International Civil Aviation Organization (ICAO), International Federation of Freight Forwarders Associations (FIATA), International Federation of Pharmaceutical Manufacturers and Associations (IFPMA), Pan American Health Organization (PAHO), UK Civil Aviation Authority, World Bank, World Customs Organization (WCO) and World Trade Organization (WTO).

The crucial points addressed

in IATA's Guidance for Vaccine and Pharmaceutical Logistics and Distribution are:

1. To ensure availability of temperature-controlled storage facilities even in such places where such facility is absent.
2. The chart down the roles, tasks, and responsibilities of vaccine distributors, government authorities, and NGOs.
3. Re-open borders without quarantine to re-establish air connectivity to ensure adequate capacity is available for vaccine distribution.
4. Ultra-cold chain facilities across the supply chain to be made available and trained staff to handle time- and temperature-sensitive vaccines.
5. Timely regulatory approvals, fast-track clearance by customs and health authorities.
6. Swift and efficient procedures for overflight and landing permits for operations carrying the COVID-19 vaccine.
7. Tariff relief to facilitate the movement of the vaccine.
8. High level of security to ensure that shipments remain safe from tampering and theft.

These guidelines are in keeping with international standards and procedures related to the transport of vaccines. It will be updated regularly as information is made available to the industry. IATA has also established a joint information-sharing forum for stakeholders. The massive volume of vaccine shipments will require early planning, and this guidance material is important to ensure that they are scalable.

The complex task of delivering billions of doses of a vaccine, storing it in a deep-frozen state, distributing it to the entire world efficiently will be one of the largest and most complex global logistics operations ever undertaken!

Source: [www.logisticsmiddleeast.com](http://www.logisticsmiddleeast.com),  
[www.gulfnews.com](http://www.gulfnews.com)

# OUR NEEDED PAUSE

Nine months ago, we touched the "pause" button on our own lives and business as we knew it. What changes did we have to make to keep going? What has changed around us, and how have we adapted to this new environment? And most importantly, what did we learn from our pause, how have our own behaviors changed, and can we apply these moving forward?

This is a lot to ponder. But we'll need to because vaccines are on their way, and slowly the world will resume activity again. For me personally, I will enter this new world with a fresh perspective and enhanced strategies when it comes to our industry of Freight Forwarding.

With domestic and international travel halted company-wide, we stopped visiting customers in person as we used to do all week long. No more interacting with our colleagues at the office or meetings with our vendors, no more waking up to catch up an early flight, no more waiting in the lobby for our appointments to show up, no more staying in traffic for hours to get to our meetings.

We were forced to rethink the way we have always conducted our daily activity. Working from home or a remote location for hours on end took a lot of self-discipline, organization, and time management skills at a level that many of us may not have had. It was a new professional environment, and we were forced to adapt.

Our typical ways of approaching new clients and performing sales calls required imagination; a change of strategy was necessary to be able to differentiate ourselves from our competition and find a way to continue to WIN and gain market

share. In the absence of face-to-face meetings, we've had to focus more on the basics, which often get overlooked; understanding our customers better and learning about their structure, business, and vendors. We had to go into every phone call or zoom meeting, armed with knowledge and facts. We've had to develop better communication skills with our customers and our professional colleagues within our own organization. We had time to put together internal strategies prior to calls and quickly do follow-up after each one.

Being in a pandemic together provided a newfound empathy for each other. Kindness was imperative, and respect was needed at all times. We understood that we were each going through our own struggles, and yet we were all in the same boat. We have learned to listen, to take time for each other, and to get to know each other better. Empathy, respect, and kindness are qualities we need more of in this very competitive and busy world, and hopefully, we all developed more of these. I know I have.

Regarding productivity, we have learned that we do not need to keep ourselves busy nonstop to be relevant during these new times. We have learned we can be just as efficient - and much more - using all the new technologies available to us, such as Zoom or Microsoft Teams. We have learned that quantity is not always synonymous with quality. For me, this additional time gained has given me the possibility to spend more time with my family, to value what is precious in life and to truly understand what is important. You cannot be good at your job if you do



Francois Wolberg

not properly balance both work and family.

For me, and I hope for all of you, that you are able to see the value in this "pause." We learned a lot about ourselves and the simple value in doing things in a different way.

In a few months, we hope that life will begin to resemble that which we knew before. But as we yearn for things to get back to normal, Let's not fall into our old ways. Let's take this time to understand how we can change our daily activity moving forward. Work more efficiently. Be smarter about how we use our time. Take time to connect with each other and with our customers. And on a larger scale we can use this "pause" to help us better understand what our purpose is, and how we define our goals in our professional and personal lives.

Let's not waste these lessons and come back to our old habits. Let's apply what we have all learned at every level during this time, and let's try to make this place we call Earth a better world.

Sometimes we just need a "pause."

*Stay safe and be well.*

# INDIA-CLMV BUSINESS CONCLAVE 2020: BUILDING BRIDGES FOR CONSTRUCTIVE DEVELOPMENT

The Indian Minister of State for External Affairs, Mr. V. Muraleedharan, suggested that Cambodia, Laos, Myanmar, and Vietnam (CLMV countries) join the International Solar Alliance (ISA) and the Resilient Supply Chain Initiative (RSCI).

Both India and the CLMV region are actively involved in innovating renewable energy sources and partnerships to penetrate global value chains.

This new alliance could help promote connectivity to boost trade with the region. The CLMV region within the Association of Southeast Asian Nations (ASEAN) comprises its newest, lowest income, and formerly closed-economy members spoke V Muraleedharan, the Minister of State for External Affairs. The Minister was speaking at the India-CLMV Business Conclave 2020 - "Building Bridges for Constructive Development" organized by the Commerce & Industry Ministry and the industry body, Confederation of Indian Industries, CII.

Regarding India's cooperation with the CLMV region on the COVID-19

pandemic, the Minister stated that India provided medicines and medical supplies to the region and provided trained medical personnel under the I-TEC scheme. According to a statement from the CII, the Minister remarked, "India seeks to enhance its cooperation and collaboration with the CLMV region in terms of developing a vaccine for COVID 19 and is willing to share the vaccine as and when it is ready."

The Secretary of the Department for Promotion of Industry and Internal Trade (DPIIT), Mr. Guruprasad Mohapatra, highlighted the need to promote connectivity with the CLMV region and emphasize its rail networks be strengthened to help promote tourism in the Buddhist circuit.

He emphasized, "Efforts are underway to operationalize vital infrastructure links between CLMV countries and India for better economic integration. The Trilateral Highway, connecting India, Myanmar, and Thailand, will serve as a lifeline for India's Mekong and North-East region. Proposals are currently underway to

extend the highway to Laos."

The Minister of Industry and Commerce of the Lao People's Republic, Khemmani Pholsena, stressed that India and the CLMV countries need to work together to improve agriculture productivity, promote infrastructure development within the region and enhance the ease of doing business by promoting trade facilitation. She also reiterated that IT, renewable energy, drugs, pharmaceuticals, and infrastructure development needed attention in close detail.

Meanwhile, Mr. Chhuon Dara, the Secretary of State, Ministry of Commerce from the Kingdom of Cambodia, spoke about the need to improve trade facilitation, logistics availability, and the creation of a single-window clearance mechanism to help boost trade between India and the region. India also needs to support the CLMV countries in the e-commerce and digital economy fields and promote regional energy connectivity.

Source: [www.thehindubusinessline.com](http://www.thehindubusinessline.com)

## CARGO CARRIER AIRBRIDGECARGO DELIVERS THE FIRST LOT OF VACCINES FOR GLOBAL TRIALS

Cargo carrier AirBridgeCargo (ABC) by the Volga Dnepr Group, in partnership with UPS, has successfully transported CanSino's COVID 19 vaccines from Beijing. These vaccines are intended for global clinical trials.

Casper Pan of ABC said, "After months of preparations, we are stepping into the COVID-19 vaccine transportation phase to deliver these sophisticated pharmaceutical products. The whole world relies on these vaccines as a source that will help us get back to normal. It is a defining moment for our company and the Global Healthcare Team".

The cargo carrier AirBridgeCargo (ABC) reconfirmed its CIEV IATA certification last year and has been actively involved in the transportation of other vaccines and vaccine-related shipments, including vials and injections. This year the Boeing 747 freighter carried 6000 doses of the Ad5-nCoV vaccine weighing 400 kg at 2-8°C temperatures, therefore completing its first consignment of COVID 19 vaccines.



Source: [www.logisticsmiddleeast.com](http://www.logisticsmiddleeast.com)



# 2020 A YEAR OF CHANGE AND CHALLENGE



No one in their wildest dreams imagined at the end of 2019, what the onrushing train of 2020 would bring. 2020 was always touted to be known as one of the important years with some great historic changes expected to take place all across the globe but with the natural disasters, the pandemic, the worldwide lockdown, massive recession; the Geospatial World called this year as the “worst year ever seen”.

The big hope was that 2020 would be THE year for profitability and sustainability. But in a matter of weeks, it had to be put on a back-burner as survival became the top priority. A United Nations progress report published in December 2020 indicated that none of the international Sustainable Development Goals for 2020 were achieved. The entire year of 2020 passed by the COVID-19 pandemic which has led to global social and economic disruption, mass cancellations and postponements of events, worldwide lockdowns and the largest economic recession since the World War 2.

But before we bid goodbye to this unprecedented year, it is essential to make sense of the developments which tested the world and its people. We started the year worrying about the possibility of World War III and ended up

facing bigger troubles. A look back on the year that passed by like a gush of winds, below is the list of all the major events that we've endured this year.

## 1. AUSTRALIA BUSHFIRES AND WESTCOAST WILDFIRES

It began in September 2019 and continued to blaze in to the New Year as well. It was also called the “Black Summer” as it killed as many as 500 million animals, burned 47 million acres, displaced thousands of people and killed at least 34 people. The Royal Australian Navy (RAN) and the Royal Australian Air Force (RAAF) were deployed to New South Wales to assist mass evacuation efforts.

Deadly wildfires erupted from California to Washington State, burning millions of acres and displacing hundreds of thousands of people since mid-August.

## 2. HARRY AND MEGHAN QUIT (MEGEXIT)

On 8th January 2020, Prince Harry, Duke of Sussex, and Meghan, Duchess of Sussex, made an announcement on their social media handle of their intention to “step back as 'senior' members of the Royal Family”. Megxit came to signify the break by the couple from the British royal family and its former protocol and their plans for independence under their new brand, then tentatively named Sussex Royal.

## 3. COVID 19 PANDEMIC

As mentioned earlier this year has to be credited to the virus as it has ruled the roost and shaken up the entire world. It is an on-going pandemic of coronavirus disease 2019 (COVID-19) caused by severe acute respiratory syndrome coronavirus 2. The virus was first identified in December 2019 in Wuhan, China. The World Health Organization declared the outbreak a Public Health Emergency of International Concern in January 2020 and a pandemic in March



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2020.

As of 27 December 2020, more than 80.3 million cases have been confirmed, with more than 1.75 million deaths attributed to COVID-19. The world woke up to a “new normal” with various preventive measures including social distancing, wearing face masks in public, ventilation and air-filtering, hand washing, covering one's mouth when sneezing or coughing, disinfecting surfaces, and monitoring and self-isolation for people exposed or symptomatic. The Coronavirus disease has impacted every segment of life like commercial establishment, education, economy, religion, transport, tourism, employment, entertainment, food security, sports, etc. The outbreak has become a major destabilizing threat to the global economy. Economist intelligence unit has forecast that markets will remain volatile until a clearer image emerges on the potential outcomes.

## 4. IMPEACHMENT OF PRESIDENT DONALD TRUMP

Donald Trump became the third President in American history to be impeached on with a majority of Representatives voting in favour of the two articles of impeachment drawn up by House Democrats. The former President was accused of abuse of power and obstruction of Congress, both connected with the Ukraine scandal. He was ultimately acquitted by the Senate on February 5.

## 5. BREXIT

After years of negotiations and drama, Brexit finally happened on January 31. The United Kingdom officially left the European Union but braced itself for yet more negotiations in the years to come. To date, the UK is the first and only country formally to leave the EU, after 47 years of membership within the bloc, after having first joined its predecessor, the European Communities (EC), on 1 January 1973.

## 6. VIOLENCE IN DELHI OVER CITIZENSHIP AMENDMENT ACT

India's Citizenship Amendment Act (CAA), which was passed in late 2019, would allow people of certain religions from neighboring countries to become Indian citizens. However, Muslims were exempted from this, leading many to protest it for being "anti-Muslim." Between February 22 and February 27, protests over the CAA led to communal violence in northeast Delhi, wherein mobs attacked Muslim neighbourhoods in a frenzied state. At least 53 people died in the violence.

## 7. BEIRUT EXPLOSION

On 4 August 2020, a large amount of ammonium nitrate stored at the port of the city of Beirut, the capital of Lebanon, exploded, causing at least 204 deaths, 6,500 injuries, and US\$15 billion in property damage, and leaving an estimated 300,000 people homeless. A cargo of 2,750 tonnes of the substance had been stored in a warehouse without proper safety measures for the past six years, the explosion was preceded by a fire in the same warehouse, but as of November 2020, the exact cause of the detonation is still under investigation.

## 8. BLACK LIVES MATTER PROTEST

The police-involved killings of George Floyd, Ahmaud Arbery and Breonna Taylor this year sparked a wave of peaceful — and sometimes violent — demonstrations and riots across the world to demand an end to police brutality and racial injustice. African American George Floyd died on May 25 when a white policeman knelt on his neck for more than eight minutes.

Hundreds of people gathered outside the White House to protest against the police.

## 9. 46TH PRESIDENT ELECTED IN USA

Joe Biden became the 46th president of the United States on Nov. 7, defeating President Trump with a critical assist from his birth state, Pennsylvania, which delivered the votes to propel him to victory and end one of the most contentious elections in recent memory. Ms. Kamala Harris is the First female, the highest-ranking lady elected official in U.S. history, the first African American and the first Asian American Vice President.

## 10. KARACHI AND KERALA PLANE CRASH

In May, a Pakistan International Airlines (PIA) plane carrying 99 people aboard crashed into a densely populated residential area near Jinnah International Airport in Karachi. The crash killed 97 people while two passengers miraculously survived it.

On the 7th August, a repatriation flight had crash landed at Calicut International Airport due to heavy rains and ended up skidding off the end of the tabletop runway killing 19 passengers and both pilots.

## 11. DEMISE OF POPULAR AND FAMOUS PERSONALITIES

Apart from the millions of people who lost their lives due to Covid-19 and other natural disasters all across the world, 2020 is that year where many known faces breathed their last including Kobe Bryant, Maradonna, SP Balasubraminam, Rishi Kapoor, Chadwick Boseman, Sugunthakumari, Irrfan Khan, Ruth Bader Ginsburg, Pranab Mukherjee, Sushanth Singh Rajput and many more personalities.

2020 has been a roller coaster ride with the above events out of which some remain realities today, but others feel like such a lifetime ago, it's hard to imagine that we had to deal with them in just the last 12 months. Though the year's biggest events are mostly a series of depressing news, that doesn't mean its all doom and gloom. Below is the list of the good part of 2020:

1. Nature has completely healed while Human Activity was zero.
2. After a dramatic postponement, the highly anticipated SpaceX Crew Dragon launch finally happened on May 30.
3. We have all learnt and accepted the new normal thus proving the fact that humans can adapt to any environment.
4. In order to curb any further damage due to Covid 19, many Countries have done their best to create a safe and effective vaccine using their own resources.
5. Though COVID 19 had primarily harmed senior citizens , there was a 103 year old grandmother who had beat the virus.
6. Wild Animals Occupied the Streets when human movement had reduced.
7. Parasite became the first foreign film to win at the Oscars.
8. Work from home has benefitted companies by saving commuting time, increasing productivity, and creating a better work-life balance.
9. Humanity became the need of the hour and that was the best realization of 2020.

2020 has been one of most tiring years that anybody has witnessed in our very comfortable lives. But in the midst of the tragedies there was courage, there was grace, there was sacrifice, there was hope—there were people who faced the worst rising up to be their very best. Few will recall the year just ending with anything close to fondness. But it will surely be recalled with no small measure of pride.

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*It was a Pleasure Writing Articles For The Light House Every Month And I Take This Opportunity To Congratulate CSS For Its 25th Anniversary.*

*We've had a Great Journey Together and Hoping the Best in The Coming years.*

*Along With my team at Callidus, I wish you a Happy Anniversary.*

*All The Best for Many More Years Of Success!!!!.*

## INBOUND

DUBAI

VESSEL	ALEXANDRIA	BAHRAIN	BANGKOK	BARCELONA	BREMEN	BUSAN	CHENNAI	JAKARTA	DELHI	GENOA	GUANGZHOU	HONGKONG	ISTANBUL	KEELUNG	KOPER	NEW YORK	NHAVA SHEVA	NINGBO	QINGDAO	ROTTERDAM	SHANGHAI	SINGAPORE	LONDON	XIAMEN	XINGANG	JEBEL ALI
AMOUJANI	7-Feb																									1-Mar
BERLIN EXPRESS	14-Feb																									5-Mar
XIN VAN TAN	21-Feb																									20-Mar
WADI ALRAYAN	5-Mar																									26-Mar
WADI ALRAYAN	12-Mar																									2-Apr
WADI ALRAYAN	19-Mar																									9-Apr
WADI ALRAYAN	26-Mar																									16-Apr
X-PRESS KANGCHENJU		3-Feb																								6-Feb
X-PRESS KANGCHENJU		10-Feb																								12-Feb
X-PRESS KANGCHENJU		17-Feb																								19-Feb
X-PRESS KANGCHENJU		3-Mar																								5-Mar
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X-PRESS KANGCHENJU		24-Mar																								26-Mar
KOTA HANDAL			6-Feb																							22-Feb
KOTA HANDAL			13-Feb																							1-Mar
KOTA HANDAL			20-Feb																							8-Mar
GREEN HORIZON			3-Mar																							31-Mar
SANTA LOUKA			10-Mar																							26-Mar
KOTA HANDAL			19-Mar																							31-Mar
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MSC LENI				13-Feb																						10-Mar
MSC ARINA				21-Feb																						17-Mar
MSC GULSUN				7-Mar																						31-Mar
MSC MA				14-Mar																						7-Apr
MSC NEA				21-Mar																						14-Apr
MSC AMBRA				28-Mar																						21-Apr
MAERSK ELBA					4-Feb																					10-Mar
MSC ARANE					8-Feb																					10-Mar
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MSC FRANCESCA					17-Mar																					13-Apr
ESTELLE MAERSK					28-Mar																					27-Apr
BEIJING BRIDGE						11-Feb																				7-Mar
SOFA I						25-Feb																				21-Mar
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OCC FRANCE						20-Mar																				16-Apr
APL HOUSTON						27-Mar																				7-May
VARADA							6-Feb																			18-Feb
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NEYAR							8-Mar																			15-Mar
MOGRAL							15-Mar																			22-Mar
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MESSINI							29-Mar																			5-Apr
CONITI DARWIN								1-Feb																		21-Feb
FOLEGANDROS								8-Feb																		28-Feb
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MSC SEVA									13-Feb																	10-Mar
MSC AMERICA									20-Feb																	17-Mar
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BERLIN EXPRESS									12-Mar																	1-Apr
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CMA CGM AQUILA									24-Mar																	9-Apr
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MSC TASMANIA									10-Feb																	3-Mar
MSC AMERICA									16-Feb																	12-Mar
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EMC TBN 45									11-Mar																	24-Mar
EVER EAGLE									13-Mar																	25-Mar
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EVER LOADING									19-Mar																	1-Apr
EMC TBN 60									25-Mar																	7-Apr
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SAN FERNANDO									23-Feb																	14-Mar
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APL LE HAVRE									13-Mar																	26-Mar
EVER LEARNED									25-Mar																	5-Apr
CMA CGM CALCUTTA									27-Mar																	9-Apr
MSC LUY													2-Feb													28-Feb
MONTEVIDEO EXPRESS													9-Feb													8-Mar
MSC AINI													16-Feb													8-Mar
MSC REEF													2-Mar													19-Mar

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



# INBOUND

## DUBAI

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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	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	CASABLANCA	COLOMBO	DAMMAM	HAIFA	DELHI	FELIXSTOWE	GENOA	JEDDAH	KARACHI	KUWAIT	MOMBASA	NEWYORK	NHAVA SHEVA	DURBAN	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR
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BOTANY BAY	13-Feb										15-Feb																	
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LOTUS A	26-Feb										28-Feb																	
CAP SAN TAINARO	03-Mar										04-Mar																	
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CAP SAN TAINARO	12-Mar											03-Apr																
MAERSK GIBRALTAR	19-Mar											10-Apr																
MAERSK GUATEMALA	26-Mar											17-Apr																
NORTHERN DEDICATION	03-Feb											23-Feb																

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

# OUTBOUND

DUBAI

VESSEL	JEBEL ALI	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	CASABLANCA	COLOMBO	DAMMAM	HAIFA	DELHI	LONDON GATEWAY	GENOA	JEDDAH	KARACHI	KUWAIT	MOMBASA	NEW YORK	NHAVA SHEVA	DURBAN	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR
NORTHERN DISCOVERY	10-Feb												01-Mar															
NORDSPRING	17-Feb												07-Mar															
SEASPAR LEBU	04-Mar												13-Mar															
MAERSK DENVER	07-Mar												24-Mar															
OEL JUMEIRAH	11-Mar												20-Mar															
MAERSK KINLOSS	14-Mar												31-Mar															
LEONIDIO	18-Mar												27-Mar															
MAERSK KENSINGTON	21-Mar												07-Apr															
MAERSK INDUS	25-Mar												03-Apr															
MAERSK GUATEMALA	05-Feb													28-Feb														
MAERSK GENOA	12-Feb													07-Mar														
MOGRAL	16-Feb													10-Mar														
CAP SAN LAZARO	19-Feb													14-Mar														
MAERSK GUAYAGUIL	05-Mar													02-Apr														
CAP SAN TAINARO	12-Mar													09-Apr														
MAERSK GIBRALTAR	19-Mar													16-Apr														
MAERSK GUATEMALA	26-Mar													18-Apr														
MSC BUSAN	07-Feb													07-Mar														
E.R. YOKOHAMA	11-Feb													11-Mar														
MSC AGADIR	18-Feb													18-Mar														
MSC PAMELA	11-Mar													11-Apr														
NORTHERN JUSTICE	18-Mar													18-Apr														
MSC PEGASUS	25-Mar													25-Apr														
MAERSK GUATEMALA	5-Feb														12-Feb													
MAERSK GENOA	12-Feb														19-Feb													
CAP SAN LAZARO	19-Feb														26-Feb													
MAERSK GUAYAGUIL	5-Mar														12-Mar													
CAP SAN TAINARO	12-Mar														19-Mar													
MAERSK GIBRALTAR	19-Mar														26-Mar													
MAERSK GUATEMALA	26-Mar														2-Apr													
OEL KEDARNATH	05-Feb															07-Feb												
BOTANY BAY	12-Feb															14-Feb												
OEL KEDARNATH	19-Feb															21-Feb												
BOTANY BAY	26-Feb															27-Feb												
OEL KEDARNATH	06-Mar															09-Mar												
INDEPENDENT SPIRIT	13-Mar															15-Mar												
OEL KEDARNATH	21-Mar															23-Mar												
INDEPENDENT SPIRIT	27-Mar															30-Mar												
ATHENA 1	07-Feb																09-Mar											
ATHENA 1	14-Feb																17-Mar											
ATHENA 1	21-Feb																23-Mar											
ATHENA 1	01-Mar																03-Mar											
ATHENA 1	07-Mar																09-Mar											
ATHENA 1	14-Mar																16-Mar											
ATHENA 1	20-Mar																22-Mar											
ATHENA 1	26-Mar																28-Mar											
JEPPESEN MAERSK	03-Feb																	15-Feb										
SAFMARINE NYASSA	10-Feb																	22-Feb										
MERATUS JAWAJUAYA	17-Feb																	01-Mar										
SAFMARINE NGAMI	24-Feb																	08-Mar										
CAP CARMEL	03-Mar																	16-Mar										
MAERSK JALAN	10-Mar																	22-Mar										
JEPPESEN MAERSK	17-Mar																	29-Mar										
SAFMARINE NGAMI	24-Mar																	05-Apr										
MSC SILVANA	04-Feb																		06-Mar									
MSC PARIS	15-Feb																		16-Mar									
MSC HEIDI	20-Feb																		21-Mar									
MSC RANIA	06-Mar																		04-Apr									
SEAMAX BRIDGEPORT	13-Mar																		11-Apr									
NAVARINO	20-Mar																		18-Apr									
MSC TIANSHAN	27-Mar																		25-Apr									
THORSKY	06-Feb																			12-Feb								
NAGOYA TOWER	12-Feb																			18-Feb								
MSC RANIA	6-Mar																			10-Mar								
SEAMAX BRIDGEPORT	13-Mar																			17-Mar								
NAVARINO	20-Mar																			24-Mar								
MSC TIANSHAN	27-Mar																			31-Mar								
NORTHERN JAVELIN	2-Feb																				3-Mar							
MSC SILVANA	4-Feb																				6-Mar							
AMERICA	6-Feb																				7-Mar							
MSC PARIS	15-Feb																				16-Mar							
MSC HEIDI	20-Feb																				21-Mar							
GH ZEPHYR	6-Mar																				28-Mar							
TR ATHOS	13-Mar																				4-Apr							
AS PATRICIA	20-Mar																				11-Apr							
EM ASTORIA	27-Mar																				21-Apr							
OEL KEDARNATH	06-Feb																					08-Feb						
BOTANY BAY	13-Feb																					15-Feb						
OEL KEDARNATH	20-Feb																					22-Feb						
CAP SAN TAINARO	3-Mar																					08-Mar						
MAERSK GIBRALTAR	10-Mar																					15-Mar		</				

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



## OUTBOUND

DUBAI

VESSEL	JEBEL ALI	ABU DHABI	ALEXANDRIA	AQABA	BAHRAIN	BARCELONA	BEIRUT	CHENNAI	CASABLANCA	COLOMBO	DAMMAM	HAIFA	DELHI	FELIXSTOWE	GENOA	JEDDAH	KARACHI	KUWAIT	MOMBASA	NEW YORK	NHAVA SHEVA	DURBAN	RIYADH	ROTTERDAM	SHARJAH	SINGAPORE	SOHAR	UMM QASR
MAERSK GENOA	24-Mar																						29-Mar					
MAERSK GUATEMALA	05-Feb																							05-Mar				
MAERSK GENOA	12-Feb																							12-Mar				
CAP SAN LAZARO	19-Feb																							19-Mar				
CAP SAN SOUNIO	26-Feb																							26-Mar				
MAERSK GUAYAGUIL	05-Mar																							02-Apr				
CAP SAN TAINARO	12-Mar																							09-Apr				
MAERSK GIBRALTAR	19-Mar																							19-Mar				
MOGRAL	23-Mar																							25-Apr				
MAERSK GUATEMALA	26-Mar																							23-Apr				
ESPERANZA N	06-Feb																								07-Feb			
DIYALA	13-Feb																								14-Feb			
ESPERANZA N	20-Feb																								21-Feb			
DIYALA	27-Feb																								28-Feb			
TEERA BHUM	06-Mar																								06-Mar			
DIYALA	12-Mar																								12-Mar			
TEERA BHUM	20-Mar																								20-Mar			
DIYALA	26-Mar																								26-Mar			
HMM STOCKHOLM	7-Feb																									15-Feb		
NVK THEMIS	13-Feb																									21-Feb		
CMA CGM CONGO	19-Feb																									7-Mar		
NAVIOS JASMINE	25-Feb																									15-Mar		
MSC CLARA	3-Mar																									11-Mar		
MSC WIVIANA	10-Mar																									18-Mar		
MSC REEF	17-Mar																									26-Mar		
MSC INGY	24-Mar																									1-Apr		
SONGA NUERNBERG	06-Feb																										07-Feb	
SONGA NUERNBERG	13-Feb																										14-Feb	
SONGA NUERNBERG	20-Feb																										21-Feb	
SONGA NUERNBERG	27-Feb																										28-Feb	
POLO	06-Mar																										07-Mar	
POLO	13-Mar																										14-Mar	
POLO	20-Mar																										21-Mar	
POLO	27-Mar																										28-Mar	
GUENTHER SCHULTE	2-Feb																											
GUENTHER SCHULTE	9-Feb																											
GUENTHER SCHULTE	16-Feb																											
GUENTHER SCHULTE	23-Feb																											
GUENTHER SCHULTE	2-Mar																											
GUENTHER SCHULTE	9-Mar																											5-Mar
GUENTHER SCHULTE	16-Mar																											12-Mar
GUENTHER SCHULTE	23-Mar																											19-Mar
GUENTHER SCHULTE																												26-Mar

## CSS ENABLES THE MOVEMENT OF THE ICONIC FORD MUSTANG FROM JEA TO KOCHI



CSS has once again proved itself by providing top-notch logistic services for customers aiming at vehicle shipments across destinations across countries. As a Non-Vessel Operating Common Carrier, CSS possesses an inimitable combination of talent, resources, and partners across the globe.

The CSS Group's Automobile Logistics division specializes in handling shipments of high-end

vehicles. With large storage facilities and specialized racking of vehicles, CSS has become a trusted name in Auto Logistics.

CSS handled a single unit of the iconic performance car, Ford Mustang, from Jebel Ali to Cochin 19th Jan 2021. Aply managed by Mr. Bitto, the consignment was sent across under ATA Carnet.

### What is the ATA Carnet?

While transporting vehicles across borders, the ATA Carnet is vital. The ATA Carnet is an international customs document that permits tax-free, duty-free temporary export and import of non-perishable goods within a year. This guarantee covers up the otherwise customary practice of paying the security deposit to customs authorities.

### CSS Capability in Vehicle Movements

CSS arranges for door-to-door delivery of the vehicles under carnet, including the return shipment to Dubai within carnet validity and destination clearance, thus helping the customer have a smooth sail. CSS assures its customers no headaches and completely hassle-free shipments all the way through.

We have a proven track record of completing vehicular movements in the past as well. The year 2020 saw us helping the avid vlogger Shakir Subhan aka Mallu Traveler, reunite with his trusted steed, which he had to leave behind in Azerbaijan due to the pandemic.

CSS remains committed to delivering efficiency and seamless movements of high-end cars through our trusted network operations.

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

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## QUOTABLE QUOTES

*We are what our thoughts have made us; so take care about what you think.  
Words are secondary. Thoughts live; they travel far*

- Swami Vivekananda

*Life lived for tomorrow will always be just a day away from being realized*

- Leo Buscaglia

*Everything that irritates us about others can lead us to an understanding of ourselves*

- Carl Jung

*The only true wisdom is in knowing you know nothing*

- Socrates

*In prayer it is better to have a heart without words than words without a heart*

- Mahatma Gandhi

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