

## From the Editors desk



### If you believe in your Dream,...

It can be a reality. Anyone who doubts in this saying will have to look at Frontline Logistics Management Team who have turned out their Dreams into Reality with offices in all the GCC countries (Oman office is set

to open on 4th November 2018) as well in Iraq and BEO in India. Meanwhile we are also proud to announce opening of our 3rd office and warehouse in UAE (second in Dubai) in the month of August 2018. Staff count now touching almost 350, I can say it is a revolution indeed.

What is more human is the way, staff and Management took the challenge to help the Humanity when the Nature's Fury showed its might in Kerala in the month of August. Each one at Frontline Logistics offices contributed for the promise made of building 20 houses for those who lost everything through very inspiring KDRP. (Kerala Disaster Relief Project). Staff volunteered to cancel Onam and year end celebrations and proceedings thus saved was passed to KDRP. In addition, Charity cargo was collected in our warehouses in Kuwait and Dubai, free of cost and shipped free of costs. Facilities in Kerala were opened to those who seek shelter during the flood with provision made in supplying food. I believe the best of what Frontline Logistics Team are, was shown during these hard times.

This edition will provide the information of what happened in the past 3 months within our Group offices. Happy reading.

**Vivian Castelino**  
Regional Director

## Frontline Logistics, Dubai Opening Third Branch office in UAE

Frontline Logistics, Dubai opened its second office in Dubai (third in UAE) on 26th of July 2018. Attendees included the staff and management from Dubai and J Ali offices.

Newly furnished office as well warehouse with the combined area of 1000 SQM, was inaugurated by cutting the ribbon, at 1130 AM by RD Vivian Castelino. Thereafter RD Felicitated Director Anwar Ali, by giving flower Bouquet, on the occasion of his travel to Holy pilgrimage – Hajj. Newly bought 40 FT trailer, the first such equipment for Dubai office was inducted and RD gave the keys of the Vehicle to the driver.

After brief inspection of the facility, light refreshment was served to all. To mark the event as well on the occasion of Anwar proceeding to Pilgrimage, Lunch was served to all in Frontline Logistics offices in Dubai and Jebel Ali.



## 2nd Q Regional Conference was hosted by KSA Offices



2nd Q, 2018 Regional conference of Frontline Logistics was hosted by Jeddah and Dammam offices, on 17th to 19th of September at Boulevard Hotel in Baku, Azerbaijan.

Participants included Hosts Rabeeh and Riaz from KSA offices, BP Nassar – MD, (also representing Iraq offices), Vivian Castelino – RD, Afsal Ali representing Doha and Bahrain offices, Musthafa K and Chandra Mouli representing Kuwait office, Anwar Ali representing UAE offices, Febina Nassar representing BEO, Gurumurthy in the capacity as GFM, and Asif as Management Representative attended as an observer. Meeting was conducted by Nassar and Vivian.



Conference commenced at 0900 hours on 17th September, with photo session and prayer followed by Video presentation by all the offices of the past 8 months performance. Thereafter GFM gave financial presentation and Febina presented view point from BEO. Second days event was devoted to discuss Groups strengths, weaknesses, and future business plans. At the end of the conference winners of the 2nd Q was declared. To the surprise of all, Jeddah is declared as 2nd runner up and Iraq as 1st runner up. Coveted Trophy was awarded to Dubai office. Third day was devoted to recreational tour aptly arranged by hosts Rabeeh and Riaz with day long tour of Baku.



## Groupage - The Future



Ocean freight has been transformed since the 1950s by the introduction of standardized, stackable shipping containers. 90% of non-bulk cargos are containerised and so, to optimise the filling of them, groupage has arisen – a 'groupage' definition is the amalgamation of loads into one bigger more cost-effective one. The smallest and most popular container sizes are 20 foot and 40 foot lengths. Within them are loaded pallets of goods: boxes and crates may also be transported but beware, some ports of entry refuse to handle them. If you have more than 5 or 6 cartons to ship then they are best palletised anyway.

The high cost of air cargo is a driving force behind the rise of LCL, which offers increasingly diverse options. Within the past few years a new service tier - expedited LCL service - has emerged to meet demand for time-definite ocean transport, particularly for goods that previously moved by air. Frontline Logistics are making around the globe-to-middle east using Dubai as Trans-Shipments hub. And, as sourcing locations diversify, new LCL services are entering the market.

Frontline Logistics believe that innovation of routing, transit time and safe delivery are the keys of success in LCL consolidation. We combine our local strength with global reach through reliable worldwide LCL agency networks, operating to and from all major ports and inland points.

Frontline Logistics feels proud to offer global coverage of LCL cargo to middle east. We have weekly consolidations, extensive new services and routings from around the world to middle east direct or Via Dubai, including; Far East, China, Europe, USA, South East Asia, Mediterranean, Scandinavia, Australia, New Zealand and Africa. Managing end-to-end with our own network experts ensures neutrality in LCL products, predictability in keeping deadlines, and promises towards the end Customer requirements.

**Syed Faisal Ahmed**  
Manager - Commercial & Groupage  
Jebel Ali

## Unitex International Forwarding Limited, Shenzhen, China Visiting Frontline Logistics, Kuwait HQ



Mr. Joseph PM, Trade Director of Unitex China, visited our Kuwait office on 3rd of September 2018. Meeting was held between, Vivian Castelino, RD, Chandra Mouli, Manager, Corporate Sales and Manoj, Manager, Business Development, Freight Forwarding. Two hour long session touched on various aspect of business between China and GCC countries and how both organisations can increase the market share in the coming days.



## Dubai office Receiving 2nd Q 2018 Trophy



There was much joy on 22nd of September, in Dubai office as Management Representative Anwar Ali arrived in to the office with the 2nd Q winner trophy which was jointly received by him with Vivian Castelino, RD during the Regional conference which was recently concluded at Baku, Azerbaijan.

Light refreshment was served to all. In addition Jisha and Rehna were felicitated for the excellent presentation that was presented by them.

## Chairman of NAC attending our Kuwait office



Chandra Mouli & Rajesh meeting with the Chairman of National Air Cargo Mr. Christopher Alf and President Mr. Jacob Mathew in the month of June, during their visit to Kuwait, they discussed about the future projects and plans.

## Independence Day Celebrations at BEO



The serene and natural surroundings of BEO office in Kerala provided the perfect backdrop as the Indian Trio colour flag was hosted by Mrs Febina Nassar at 9 AM on 15th of August 2018. It was the first opportunity for our BEO Team to have such an occasion in the flawless façade of our newly inaugurated magnificent office.

The fluttering flag was a seamless sight of both pride and patriotic love that reflected on every one who had gathered, uniformly attired in white clothing. Sweets were served to all.

## CGLI founder and CEO of Cargologin visiting Frontline Logistics office, Dubai, UAE



Mr Raymond Van Achteren and Ms Kirsten Van Achteren founders of CGLI and Cargologin, Antwerp, Belgium visited Frontline Logistics, Dubai office on 11th of September 2018.

Three hour long meeting along with Regional Director Vivian Castelino, Management Representative, Anwar Ali, and Console Manager, Syed Faisal discussed possibility of more cooperation between the two organisations. The meeting was followed by inspection of Frontline Logistics third newly inaugurated office in UAE.

## Honouring the Super Sales Person of year 2017 at Frontline Logistics Group



Abbas, who was chosen as the only person in entire Frontline Logistics Group to exceed the budget set for the year 2017 was honoured on 27th of June at Frontline Logistics, Doha office by awarding a Certificate and Trophy which was handed over to him by RD Vivian Castelino in the presence of Country head, Afsal Ali and staff. The event was followed by Lunch which was served to all.

## Its MINT all the way in Frontline Logistics Kuwait Office.



MD BP Nassar presented the Certificate to Shabil, who was nominated by Kuwait staff during the Saturday MINT session on 08 Sep 2018. Director Musthafa was also present during the meeting. MINT (Meaningful Interactive Negotiations for Team-building) is an initiative from Kuwait staff, which has been happening every Saturday, with involvement of all the staff coming forward with enthusiastic programs involving active participation. The objective of MINT is to promote fellowship among the staff from various departments in Frontline Logistics, by giving them an opportunity to display their talents on a common platform and develop themselves. Also, intended to inculcate in them, a spirit of co-operation and feelings of fraternity and strength.

## Wedding Bells in Frontline!!

Asif Aboobacker from our Dubai office started his Matrimonial Journey on 01 September 2018, along with his Princess Ayisha Nesly. Wedding took place at Matteri Convention center, Eramangalam Malappuram, Kerala. Staffs from our BEO and Management representatives attended the function and wished the couple all Happiness.



19th August 2018, was an Auspicious day for Vijeesh, Relocation Supervisor from our Dubai Branch, as he tied the knot with Reshma. The function took place at Sumangaly Auditorium, Valanchery, Kerala.



Our Staff from BEO – Kerala, Arjun got married to Sruthi on 28 June 2018 at Malooty Auditorium, Pattambi, Kerala. It was followed by Reception at Maps Residency in Shornur.



Wishing the Newly Wedded Brides and Bridegrooms All the very best!!