

## From the Editors desk



### And Our Dream Continues...

Yes. Dear Customers, Associates, Well-wishers and Friends:

Our Dream Continues. Our Vision in having "Global Recognition" is becoming, even closer. Our own Branch Office to be Inaugurated in Jeddah, Saudi Arabia during July 2015, and our new Network Affiliation with CGLI (Genfor and Giants) is what I would like to give you as an example.

Past quarter was adventurous for Frontline I must say. Record Business Turn around in the Month of April 2015, invitation to attend as an Observer for CGLI Conference in Dubai, where our offices in Kuwait, Iraq and Dubai could attend and meet over 100 overseas delegates and "Houseful" situation in all our warehouses located in Iraq, Kuwait, Dubai and Jebel Ali would mean, proof of the pudding is in the eating.

Never less our Mission remains the same. To make our customers competitive by giving the right solution at the right price, to make our Network Partners progressive by giving the right business, to keep our personnel happy by looking into their genuine requirements.

In this publishing you will be reading the thoughts of our Senior Management, Mr. Afsal and Mr. Musthafa, which will give our readers the insight of our collective thinking.

**Welcome to Frontline Logistics Footprints. Wishing you all Ramadan Kareem.**

**Vivian Castelino - Regional Manager**

### Project Cargo

Movement of Project cargo is the backbone of our Logistics Division. With Frontline Logistics it is also a sort of habit. Recent Project handling in Kuwait, personally handled by our Regional Director – Nassar BP, included movement of such equipment from Port to our Storage yard, movement to Oil and Gas Depot, obtaining special permission from Road Authorities, offloading and loading of the equipment or in short A to Z connected with the entire operation.



## The Power of Determination



Success is not an accident, but an ongoing process ensured by determination and persistence. If Frontline Logistics, is a success both in the eyes of our people and our patrons, the clients, it "well heralds" the fact that we rely upon the power of determination and persistence.

Taking action is essential if we want to achieve our goals, dreams, and desires. To ensure that we stay in action, one of the most important qualities we must develop is persistence.

During our journey to greater success, we will encounter roadblocks, hardships, and challenges. There will be times when we will want to quit, give up, and go back to doing something else. The one quality that will guarantee our success is the willingness to stick with it, to see it through to the end, and to refuse to settle for anything less than our dream.

We blend determination with persistence for reaching our targets. Let us move ahead with high spirits to acquire enhanced success in our ways ahead.

**Afsal Ali, Director - Operations**

### Ramadan Kareem



*May the spirit of Ramadan bless you with prosperity, wealth and happiness in life.*

*May you reap and enjoy the promised blessings of Ramadan. Ramadan Kareem to you and your family!*

**Mr. Nassar BP/ Regional Director  
Sales & Marketing**

## Small steps to Big Success



Success is usually only a small step away. It is always so near and yet so far. Let me give you three steps to success:

**Just take one step at a time:** Many of us think that success seems to come suddenly. When we observe others and what they have achieved we usually do not realize what it has taken for them to get where they are. Ultimately, in failing to do so we fail to learn what it would take for us to attain the same level of achievement and success.

**Don't give up:** Where there is no pain there is no gain. Hence stay focused, determined and committed to being your absolute best which are sure traits of a winner.

**Think positive:** Our thoughts affect our realities, therefore, always make sure to think positive and it's a great way to reduce stress! And become Successful.

When we take these small steps they add up hundreds of thousands of small steps. There will be obstacles, frustrations or uncertainties in the way but with each small step they will be overcome.

As the saying goes, "A journey of a thousand miles must begin with a single step."

This is the philosophy we believe in Frontline Logistics, which also we believe has led to our success within a short period of time.

**Musthafa Kari, Director - Marketing**

### Frontline Logistics attending CGLI conference as Observer



Frontline Logistics was invited by CGLI, Belgium to attend as Observers, to their annual conference, which was held at Al Ghurair Rayhaan by Rotana at Deira, Dubai between 8<sup>th</sup> to 11<sup>th</sup> May 2015. The event was attended by Sunil Iyer, BDM who represented Frontline Logistics Dubai and Vivian Castelino, who represented Frontline Logistics Kuwait and Iraq. It was an opportunity for the Frontline team to meet over a hundred international delegates representing Logistics. Mutually beneficial business matters were discussed during specifically held one to one meetings. As a result of attending this Conference, a decision was made by Frontline Logistics, Executive Management to be affiliated to CGLI Network. As such, Frontline Logistics offices in Kuwait, Iraq and Dubai as well as the newly opening office at Jeddah became part of CGLI Network as of June 2015.

## Visiting NAC, Dubai



Rajesh, Manager - Business Development, Frontline Logistics Kuwait, recently visited NAC Hub office at DWC, Dubai and NAC (National Air Cargo) our premier customer since couple of years. It is a relationship that is growing strong every day. One of the better ways to cement such relationships is with regular visits or meetings between the two organizations and discuss on improvement of services and other new business strategies.

## Bahrain Operations



As part of the mobilization of fleet of the biggest sport event, in and around GCC from Kuwait, Qatar, Dubai and Oman, Mr. Afsal Ali, Operations Director and Mr. Mohammed Shafi - BDE, were stationed in Bahrain, 1<sup>st</sup> Week of May to overall, supervise the movement of around 75 trucks, transported in and around GCC within a period of one week. Bahrain has become a potentially strong hub where Frontline has been able to start the transportation of all kinds of equipment's connected with Projects.

## Who says only doctors do the Operation?



Yes, you read the caption right. With Frontline Logistics, it is our Operations team that slog, and make it happen. It is a professional approach which can be compared to the Surgical Doctors skill at a critical operation table. Whether the job needs to be done in Ajman or Amman, they do it all.

## JAFZA Operation

It is now six months since Frontline Logistics is operating in JAFZA. Yes teething problems were there to begin with. It took the wisdom of our Office Manager, Anwar Ali & the sharpness of JAFZA Manager, Janardan to address all these issues and be ready within the first four months. By the 5<sup>th</sup> month what you got is an overflowing warehouse. In addition, other services such as passing the Bill of entry, deposits, Open Space, Trading services are few more services that is offered from this facility.



## Umm Qasr Port operations

We had numerous customer requirements at Umm Qasr port. During May 2015, we had approximately 200 trucks by land, as well as customs clearance for more than 500 shipments by sea – Containers as well Break Bulk. Customers included, Commercial, MNC, Oil and Gas and Army as well Government agencies.



## It is all Smiles at Frontline Dubai Office



Yes. Why not? Faces say it all. It is small but beautiful. The newly renovated office at their Branch Office at Al Quoz Dubai, has given even more reasons for our staff at Dubai office to do their task with a smile. Smile is better than a walk a Mile, shall we say.

## It is wedding Bells...



On 9<sup>th</sup> of May 2015, at 11 am, at St. Mary's Church, Cheruvally, Leena from Frontline Logistics, Dubai, exchanged the ring and vows with Tijo Thomas to become life partners. Congratulations Leena and Tijo!

## Frontline Logistics, Jeddah in action even before Official Opening

As announced Frontline Logistics will be opening its Jeddah Office in July. However the spade work is in progress already.



**Rabeeh Pulikal - Director/ Manager Land Transportation, GCC and Iraq.**

A mechanical engineer having 6 years' experience with Oil and Gas giants in Saudi Arabia has joined hands with Frontline group to expand the operations in Saudi Arabia and has spent the past few months in getting the necessary permissions to operate there on.



**Godfrey Franklin - Manager Business Development**

With around 12 years' experience in Freight Forwarding Industry in India and GCC, Godfrey has taken the responsibility of developing the FF division of Frontline Logistics Jeddah and is on board putting the foundation for the newly operating Division at Jeddah office.

## Announcing the Opening of new Office of Frontline Logistics in Jeddah, Saudi Arabia.

Expansion within Frontline Logistics, has become a policy by now.

As such, Frontline Logistics is pleased to announce commencing their business operations from their own newly registered office in Jeddah from Mid July 2015. Jeddah would be the small first step in the huge Logistics market that is known as Saudi Arabia.

