

FOCUS

Partnering Progress



SEA CARGO CLEARANCE SERVICE LAUNCHED

Gulftainer unveiled the latest addition to its product portfolio in the UAE. Sharjah Port of Trade (SPOT) is a new sea cargo clearance service for customers importing cargo into the UAE via the Khorfakkan Container Terminal (KCT). The service offers unparalleled connectivity between the emirates of Dubai and Sharjah, offering fast transit times and a reduction in delivery costs from port to door by as much as 80 percent. Complementing the cost and time savings, the port offers enhanced online customs clearance and a state-of-the-art facility for on-site cargo inspection, quality sampling and

testing services at the importer's premises. The new service will allow Gulftainer to set new service benchmarks and provide greater convenience to customers as SPOT geographically positions cargo in the heart of the UAE's commercial operations, significantly reducing delivery time and final mile cost. In fact, over 75 percent of the UAE's local cargo base is closer to SPOT than to any other port in the UAE. Therefore, customers can minimise time and trucking costs, as well as the environmental impact of their cargo deliveries.



NEW GALEX SERVICE ARRIVES AT KHORFAKKAN CONTAINER TERMINAL



Galex Service representatives welcomed at KCT

Gulftainer has successfully completed the first direct call by Galex Service (GLX) at its Khorfakkan Container Terminal (KCT) in a record 3.4 hours. GLX, a premier service linking the rapidly growing markets in north and south Asia, India and the Middle East with a weekly sailing and competitive transit times, is offered jointly by Emirates Shipping Line and the Korean Marine Transportation Company. GLX became the first service to call at the KCT and benefit from the recent launch of Gulftainer's Sharjah Port of Trade (SPOT) service. SPOT is the new strategic cargo clearance option in the central trading and commercial districts within the UAE, ensuring substantial cost and time savings for customers and guaranteeing unparalleled connectivity between Sharjah and Dubai.

A VIEW FROM THE BRIDGE



2018 was another turbulent year for those of us working in the container shipping industry. Unfortunately, there are some industry experts who feel it might have been only a warm up for what's heading our way in 2019, as question marks still hang over the key issues such as the new fuel regulations and the continuing US-China trade war.

In Gulftainer, despite these trying times, we have continued to invest in our services and terminal facilities for the benefit of our customers. At the Sharjah Container Terminal (SCT) we

have increased the capacity to 690,000 TEUs and built a brand new warehouse facility, which has been fitted with palletised racking to modernise the terminal's Container Freight Station. The launch of the Sharjah Port of Trade (SPOT) service highlights the steps we have taken to transform the services we now have on offer for our customers. This new product allows us to provide our clients with a greater flexibility than ever before with which to conduct their business. We have strengthened our commercial and business development teams to ensure we continue to deliver these services and expand upon them. The result of this work is that we have already welcomed 2 new services into SCT. We have had some good news from our US terminal, CCT in Florida, which aced its USCG MSTA and CFR 126

annual inspections for the 3rd year running. In Wilmington upgrades to the terminal's infrastructure, the deployment of new equipment and the re-signing of legacy customers continues on schedule. Gulftainer will continue to have its ups and downs during 2019, but we must all adapt in the best way that we know how; that's to continue to provide outstanding customer service, exceptional levels of productivity and to work hard to service our current, and our potential customers as we have always done. Everyone within Gulftainer must consider themselves to be a representative and sales person of the company because we must all do our part to navigate safely through yet another transitional year of international trade discussions and industry consolidation.

Peter Richards
Group CEO

SCT WELCOMES NEW INDIA-UAE SERVICE



M.V. Port Klang Captain welcomed to SCT

Sharjah Container Terminal (SCT) welcomed the Sunmarine Shipping Services vessel, the M.V. Port Klang, on its maiden call. The vessel offers the fastest direct express service between Sharjah's Port Khalid and the Kandla, Hazira and Nhava Sheva ports in India with only three days' transit time from the last port in India to Sharjah. The maiden vessel call at

SCT was completed at an impressive 45 gross moves per hour (GMPH). To mark the occasion, Stephen Barron, SCT Terminal Manager, presented a plaque to Captain Mykola Chernikov, Master of the M.V. Port Klang, in the presence of senior managers from Gulftainer and Sunmarine Shipping Services.

NEW COO APPOINTED



Fred Castonguay has been named as Gulftainer's new Chief Operating Officer. The appointment marks an important step in reiterating Gulftainer's ambitions to strengthen its growing global ports and logistics portfolio. Prior to joining GT, Fred served in senior executive positions with major terminal operators across the world in the USA, Hong Kong, China and South America.

GULFTAINER LAUNCHES DIGITAL PAYMENT MODULE



Gulftainer team with Holiday Marine GM, Mr. Shajan Pulikottil

Gulftainer launched its new digital payment module at its Sharjah Container Terminal. Customers will now be able to make payments digitally at any time of day or night, from the comfort of their home or office. Electronic payment allows the customers to make cashless payments through cards, mobile phones or the internet, presenting a number of advantages, including cost and time savings, increased sales and reduced transaction costs. One of GT's key customers, Holiday Marine, assisted in the launch of the service by becoming the very first user. The service was the joint creation of Gulftainer's IT and Finance teams and is a great example of cross departmental cooperation.

PROMOTING EDUCATION IN SAUDI



The office of the Governor in Jeddah held a reception, under the patronage of HRH Prince Khalif Al-Faisal Bin Abdulaziz, in honour of one hundred Saudi citizens who completed 2 years of training, at GSCCO's NCT facility, for diplomas in management and port operations. The diploma has been

certified by the Technical and Vocational Training Corporation and the Civil Service Dept. Each successful candidate was employed by Gulf Stevedoring in operational and supervisory roles throughout the training period and their roles will now continue.

AUDITOR TRAINING

Five GT managers have completed a certified training course to become internal auditors on the company's integrated management system. Part of their auditing duties will be the management of the ISO and OHSAS certificates, which Gulftainer has held since 2010.



Internal Auditor Training

GT PARTICIPATES IN BREAKBULK MIDDLE EAST



The Gulftainer Sales Team at Breakbulk ME 2019

Gulftainer has regularly been a visitor to the Breakbulk Middle East conference and exhibition as it offers a platform which not only focuses on future trends and challenges, but also on the advances within the maritime logistics industry. However, this year the company decided to exhibit to highlight its breakbulk handling capabilities. Logistics companies today demand a timely and cost effective service, particularly in the movement of heavy cargo, which is where Gulftainer has been able to define its strengths over the years. General cargo handling capabilities at its Iraq facilities are unmatched, whilst KCT has extensive experience in handling heavy lift/project cargoes, which has led to a year-on-year double digit growth in heavy lift/project cargo throughput since 2013.

CCT ACES INSPECTION

Canaveral Cargo Terminal in Florida has once again passed the United States Coast Guard's (USCG) annual inspection with flying colours. The inspections cover the Maritime Transportation Security Act (MTSA) which looks at standards concerning the security of the facility and CFR 126, which assesses the procedures around the handling of dangerous cargo.

CCT's MSTA Inspection recorded zero deficiencies and USCG advised that all security aspects were in perfect order; all processes and procedures were well organized.

Luke Richards, Terminal Manager at CCT said "The USCG inspectors were very impressed by our knowledge, segregation process and procedures for handling dangerous cargo, which is really satisfying as we work very hard to ensure we maintain a secure and safe environment for all our colleagues on the terminal. Overall GT USA has again maintained its perfect record for its Facility Security Plan and we are delighted to be commended for our organizational skills and the manner in which we operate our facility," he added.

GT understands that the USCG now use the CCT facility as an example of how a facility should be maintained when training their personnel.



Canaveral Cargo Terminal

GSCCO MARKS MILESTONE THROUGHPUT



GSCCO marks 25 million TEU productivity milestone

GSCCO, the Saudi arm of Gulftainer, marked a major throughput milestone by crossing the 25 million TEU threshold to maintain its position as the largest container handling and transshipment hub in the Red Sea region. Celebrations were held with staff and management to mark the occasion.

NEW CARGO HANDLING EQUIPMENT

GT Wilmington has begun taking delivery of new cargo handling equipment from several companies, including KoneCranes Inc. and Terberg Americas Inc. as it ramps up its improvements plan at the Port of Wilmington. The full equipment order includes nine 41-ton Rubber Tired Gantry (RTG) cranes, three 45-ton Reach Stackers, 16 Terminal Tractors and 35 Bombcarts which form part of a \$100 million investment in the Port during 2019. It will be introduced in a phased manner in 2019, strengthening operational efficiencies and increasing overall productivity. In line with Gulftainer's sustainability goals, and marking a first for both GT and KoneCranes, the RTGs and RAM spreaders are all-electric, thereby eliminating emissions coming from conventional diesel generators and any risk of oil contamination. Generators, to run the RTGs when out of stack, will be eliminated and new technology is being introduced by GT USA, in the form of battery packs, to eliminate



New reach stackers in operation

exhaust emissions completely. As an added safety feature the equipment will be fitted with KoneCranes' Active Load Control (ALC) system, which eliminates container sway, and the Stack Collision Prevention system.

The RTGs are capable of stacking containers in stacks of five high and seven rows wide, plus a truck lane to increase yard stacking capacity, while the Reach Stackers are capable of stacking containers five high. They underline our obligation to further strengthen our operations at the terminal and re-enforces the Port's credentials as the number one gateway for imports of fresh fruit and juice concentrate in North America.