

FOCUS

Partnering Progress



Momentum Logistics Launches Telematics Fleet Management System

Momentum Logistics, part of the Gulftainer group of companies, has announced the successful launch of its new intelligent fleet tracking and monitoring solution, the Telematics Fleet Management System.

The system forms a key part of the company's strategy for continual fleet improvement and aims to provide greater visibility to compare vehicle types and make effective business decisions on fleet replacement.

In addition, the online technology is specifically designed to offer the fleet owner a close insight and detailed data about its vehicle movements, routes, status, utilisation or abuse. It will also enhance fleet management, optimise daily operations, reduce



Momentum Logistics Fleet Vehicle

expense and operational costs, and improve employee productivity to be able to manage the fleet with ease and simplicity. With almost 1000 qualified logistics professionals at its

fingertips, Momentum Logistics plans to exceed its customer expectations by focusing on delivering innovative, technology-driven logistics solutions throughout the MENA region.

Gulftainer launches SPOT in ASIA



Gulftainer's Commercial Team takes the SPOT Roadshow to China

Gulftainer's commercial team, based in Sharjah, successfully concluded a week-long international roadshow across China and South Korea in collaboration with Emirates Shipping Line with the aim of promoting cross border opportunities for investment along this dynamic trade route. The company introduced its recently

launched inland container depot (ICD) service Sharjah Port of Trade (SPOT) to potential customers during the roadshow, highlighting the unparalleled connectivity, time efficiency and flexibility of its service when importing and exporting products to, from and across the UAE. The delegation, led by Group

COO, Fred Castonguay II, visited four cities during the trip: Shenzhen, Ningbo, Shanghai and Seoul, where they met with Kelly Lam, Secretary General of the Shenzhen Freight Forwarders Association and with Mr. Meng Rong Gang, Secretary General of Ningbo International Transport Association, who gave a presentation on behalf of Gulftainer to inform their members; traders and other maritime professionals, of the benefits of SPOT's strategic location, its value added features and end-to-end connectivity across the UAE.

Gulftainer continues to innovate, transform and simplify its services to allow customers to minimise handling time and trucking costs, and to help reduce the environmental impact of their cargo deliveries.

A VIEW FROM THE BRIDGE



more than 12 months. The general slowdown in the global economy, Brexit, potential oil supply difficulties in the Middle East and rising trade tensions are all contributing to the difficulties being endured.

Only this week the World Trade Organization has approved US tariffs that target a range of goods from France, Spain, Germany, and the United Kingdom, including 25 percent tariffs on agricultural imports, and 10 percent tariffs on aircraft and aerospace products. In response the European Commission has proposed retaliatory tariffs on \$15 billion worth of imports from the US. This is on top of current trade tensions between the US and China, two global economic power houses. All this means we're not likely to see any respite in the final quarter of the year.

Within Gultainer we continue to innovate throughout our facilities; the Integrated Port Operations System (IPOS) upgrade at GT USA's Port of Wilmington is already

enhancing operating processes and customer service. This, combined with the new cargo handling equipment newly commissioned into operations, process changes, a new stacking area layout, improvements to maximise warehouse space and the extension of crane rails on the quayside, means we have made enormous upgrades for the benefit of all stakeholders in Wilmington. Canaveral Cargo Terminal has new lumber business starting and has shown great initiative in developing new ways to adapt equipment to suit the job in hand.

We must ensure we remain creative and resourceful, particularly in difficult times, so that we are always ready to maximise the potential of any opportunity that could benefit GT and all our partners. The GT team has the focus and expertise to weather these storms, through vigilance, courage, creativity, and dedication.

Peter Richards
Group CEO

As the Summer ends and we head into the last quarter of the year we continue to see no end to the challenges we've faced and identified on the horizon.

There has been a weakening of the manufacturing sector in major European Union and US economies, another signal that times will remain tough for a worldwide container shipping industry already over burdened with capacity and facing spot rates falling to levels not seen in

GSCCO to operate King Fahad Industrial Port at Yanbu



King Fahad Industrial Port, Yanbu

Gulf Stevedoring Contracting Company (GSCCO), part the Gultainer group, has entered an agreement with Red Sea Marine Services Company Limited to manage and operate King Fahad Industrial Port in Yanbu (KFIP). This takes GSCCO's portfolio of terminals in the Saudi to four, cementing the company's position as the largest and most geographically diverse port operator in the country. GSCCO will

handle all types of cargo at KFIP, including containers, breakbulk and bulk cargo and vehicles. To support operations at the port, the company will invest in significant amounts of new equipment to ensure that it can deliver its award winning levels of operational excellence and turn KFIP into yet another jewel in the crown of the company's growing maritime presence.

Ambassador Visit

The Port of Wilmington played host to a delegation (pictured below) from the Island of Haiti. The group comprised: Ambassador Hervi Denis; Dr. Weibert Arthus, Minister; Nicholas Maryard Paul, Premier Secretary, along with representatives from local community leaders.



SAP S4 HANA Implemented at Headquarters

Gulftainer achieved another milestone in its digital transformation journey and went live with a new SAP S4 HANA conversion.

This feat was achieved by Gulftainer's in-house IT team. Executive Director, Ramesh Shivakumaran, handed over the appreciation certificates to the members of the IT team in recognition of their efforts.



Group Executive Director Ramesh Shivakumaran congratulates GT's IT team

Women in Safety Lunch

Aparna Jayadevan, GT's Asst. QHSE Manager attended the first *Women in Safety* event in Dubai, organized by the Institution of Occupational Safety and Health, the global leader in its field. Aparna remarked, "It was truly inspiring to meet so many passionate women breaking stereotypes. I cannot wait to attend future workshops."



GT Supports Delaware State Event in India



Gulftainer's Commercial representatives, Emerson Buarque and Shabeek Sainudeen flew to the Indian state of Gujarat to join a group from Delaware, USA to discuss possible business opportunities between the two states' ports.

L to R above: Kris Knight, Deputy Secretary of State; David Mathe, Regional Business Manager, Division of Small Business, Delaware; Capt Umesh Adhyankar, Joint President of the Adani Group Delaware Secretary of State, Jeffrey Bullock, Palash Gupta, Chairman, Delaware Commission on Indian Heritage and Culture, Emerson Buarque and Shabeek Sainudeen.

GT Wilmington Rolls Out Terminal Operating System

GT USA Wilmington (GTW) has successfully launched an Integrated Port Operating System (IPOS), to upgrade and optimize its IT system for the future development of the port.

The system was deployed over recent months at the Port of Wilmington with employees and customers receiving end-user and user acceptance training, with outstanding results being registered. The system upgrade is already enhancing GT USA Wilmington's operating processes and customer service by improving job orders, vehicle routing processes for container pick-up/delivery, the optimization of layout and travel distances within the terminal and integration with customer systems for



Operations at the Port of Wilmington

complete visibility throughout the supply chain. Resulting efficiencies to key operational processes are allowing the company to boost terminal productivity and improve service quality, enabling the business to identify and solve likely problems before they occur.

Eric Casey, CEO of GTW said: "I would like to congratulate everyone involved in the roll out of the IPOS. Everyone came together to ensure that the go-live was completed on its scheduled date with no glitches. The roll out of the IPOS is the first step in our technology transformation strategy and having this new system at the heart of terminal operations will play a crucial role in boosting our overall performance; we are enhancing efficiency and productivity while adding substantial value for our customers. More importantly, vessels arriving at our port will benefit from the considerable reduction in wait times that comes with synchronised operations."

GT USA Wins New Lumber Contract

GT USA has signed a 5 year contract with lumber company Practerra Pty. Ltd. (Practerra), for Canaveral Cargo Terminal (CCT) to be their exclusive Florida port for exports. Practerra is based in Australia and, along with their US based loggers, they have a 95 square mile tract of land just south of Port Canaveral populated mostly with Pine trees. The first load of logs arrived at CCT on 8/22/19. The trucks were unloaded, inspected by USDA, then stuffed into containers. The first log truck was off-loaded in less than 30 minutes. The truck driver and loggers commented that the process was faster than any mill they had ever been to. While initial loads will be railed to



Vessel discharge at CCT

Miami for sailing it is anticipated that in due course the shipping line will call directly to CCT and loads may be expanded to include debarking and chipping logs at a later date to increase volumes. The logs are used for lumber; with

some lumber and wood chips being used for fuel which will be shipped to markets in Vietnam, the UAE, India, Korea and Japan.

CCT, while not well known as a log yard with specialised log handling equipment, was able to become very creative with solutions to handle this cargo with existing port equipment. When the logging company visited CCT several months ago they were amazed at the range of equipment available: Reach Stackers, Straddle Carriers, Mobile Harbor Cranes etc., and made the statement that they believed that the terminal could handle anything they brought to it.

Record Cargo received at the Port of Wilmington

Moving a wind turbine blade of more than 200 feet and 13.5 tons calls for patience and precision. GT Wilmington safely and successfully handled the largest wind turbine blades ever received at its Delaware terminal, recently unloading and transferring 39 blades over two days. "This was a delicate operation as the slightest error could have resulted in damage to one blade and that makes a group of three inoperable," said Mike Hall, COO.

The massive blades, headed for the GE Renewable Energy Beech Ridge II wind turbine project in West Virginia, were manufactured in Brazil and brought to Wilmington by the m/v BBC TOPAZ.



Unloading turbine blades at the Port of Wilmington

A plaque to mark the occasion was given to Captain Yuriy Vovk in a ceremony on board the vessel. "We are thrilled to be able to support mutual customer GE Renewable Energy by successfully receiving the largest wind turbine blades to cross

our docks," said GT Wilmington CEO Eric Casey. "The efforts of the entire team led to providing quality service to GE Renewable Energy for whom we have handled hundreds of blades over many years."

Gulfairer Employees attend a Lean Six Sigma Awareness session

Gulfairer's commercial team took part in a Lean Six Sigma Awareness session facilitated by the company's QHSE team. Lean Six Sigma links two best industry frameworks of process improvements – Lean and Six Sigma. GT's Group Senior Director, Ramesh Shivakumaran leads the team at the Six Sigma training event (right).

