













QUARTERLY NEWSLETTER

Issue 04 | Dec 2021





Featured news for this quarter

- GT Wilmington welcomes its first plywood cargo to arrive at the Port of Wilmington.
- Expansion of Jubail Commercial Port paves the way for a greener, safer, and more cost-efficient transport option.
- GT USA Wilmington marks the start of the Winter Fruit Season for 2021-2022.
- Gulftainer streamlines port operations with Oracle Cloud technologies





















Gulftainer CEO



While we continue to be witnesses to a significant global challenge, as a result of the evolving COVID-19 situation, and the economic downturn's impact on the company, I wanted to express how proud I am of you all. Our Gulftainer family has remained united, by our sense of responsibility, discipline and dedication in working tirelessly all through the year.

As we begin another year in the grip of the pandemic I would like to thank all colleagues within Gulftainer for your enormous contributions you have made to the company during this past year and let us continue working together to make 2022 one of our best yet.

Please, do look after yourselves and your families and may I wish you all a happy, healthy and prosperous New Year.

Peter Richards, Group CEO

PETER RICHARDS







GT Wilmington we comes new customer CMPC - First plywood cargo to arrive at the Port of Wilmington



Port of Wilmington featuring the all-electric Kone Cranes



GT USA Wilmington (GTW) recently received its very first plywood vessel at the Port of Wilmington.

CMPC, a multinational corporation, produces and markets wood, pulp, packaging products, household and protection non-household sanitary products, and tissue paper. Its products are renowned for their quality and competitiveness and being for manufactured from entirely renewable sources.

The vessel transporting this new cargo to Wilmington was the INTERLINK CELERITY, which originated in Chile. The discharge of over 15,000 tons was completed safely and efficiently. GT Wilmington is now looking forward to the second plywood vessel for CMPC, which is scheduled to arrive in early December.

Speaking about this first call of the plywood shipment, Joe Cruise, CEO, GT USA Wilmington said: "We are delighted that CMPC has trusted GTW to assist them with handling their product through the Port of Wilmington." "Our goal is always to deliver tailor-made services to our individual client requirements by providing creative, flexible cargo-handling, terminal and warehousing solutions. We believe we achieved this goal with this initial shipment. We are looking forward to developing a long-term partnership with CMPC," he added.

Vic Moreira, Logistics Manager of CMPC USA, said "We are very pleased with the way that our relationship is developing with GT Wilmington and with how this first shipment has been handled. We feel confident that this will be the start of a long-lasting alliance."

GT Wilmington coordinated directly with the CMPC team and its inland logistics carrier, M. Gerace Enterprises, to jointly develop a gameplan to clear the plywood in a timely manner.



GT USA Wilmington marks the start of the Winter Fruit Season for 2021-2022



Winter Fruit Season Kicks off at the Port of Wilmington, Delaware



GT USA Wilmington hosted a kick-off meeting to mark the start of the Port's Winter Fruit Season. With over 50 people attending the Port of Wilmington in person, and a further 30 participating online, the event provided a platform for all partners to discuss any changes for the upcoming season's program.

Running from December 2021 thru May 2022, the season is a peak time for the South American fruit growers, so to ensure everyone is on the same page is vital to a successful season. During the event presentations were given by key members of GT Wilmington staff from operations, accounting, and safety departments, along with presentations from representatives of the U.S. Customs and Border Protection, Port Director, Ronald

Krempa and the U.S. Department of Agriculture, Plant Health Safeguarding Specialist JaNai King and Global Reefers USA Representative, Harold Cohen. Commenting on the occasion, Joe Cruise, GT USA Wilmington CEO said "There was definitely an excitement amongst the attendees and an eagerness to get the season underway. We have been very busy throughout this year not only with our usual cargos of bananas, juices, salts etc., but we've also been receiving significant amounts of lumber and plywood arriving for local markets, along with the first Clementine vessels of the season from Morocco." "We, here at the Port of Wilmington, are definitely ready for what we hope is a highly productive and busy six months," Cruise added.





GT USA Wilmington partners with local school and community center to celebrate Thanksgiving



Left to Right: Lindsay Pennington, SQF Manager (GTW), George Milyo, Field Operations Manager (Ecolab), Rick Dedonato, Marketing Manager (Ecolab); Joe Cruise, CEO (GTW), Kelly Lacy, Director of Family Services and Homeless Prevention (Neighborhood House), Mike Hall, COO (GTW); and Alison Windle, Executive Director of Neighborhood House

GT USA Wilmington celebrated its fourth Thanksgiving holiday since taking over operations at the Port of Wilmington with another turkey giveaway in the community.

CEO of GT USA Wilmington, Joe Cruise, accompanied by GT USA employees, entered into the holiday spirit to help deliver and distribute turkeys to the children, families and staff of Bancroft Elementary School in South Wilmington and to Neighborhood House, a multi-purpose non-profit community center, that assists families in the Southbridge area of South Wilmington. GT USA staff delivered 300 turkeys to Bancroft Elementary Community Schools Site Coordinator, Angela Ringgold and an additional 100 to families through Kelly Lacy at the Neighborhood House. This initiative was supported by Port of Wilmington partners Ecolab and the Diamond State Port Corporation. Corporate Social Responsibility forms a key foundation of how GT USA operates its businesses. Through the four pillars of the company's CSR policy the company actively encourages its employees to participate in any way they can with local groups in the areas surrounding the port facility. "We firmly believe that giving back to our close



neighbors helps to bring a company together and cement our partnerships with the local community," said Joe Cruise, Chief Executive Officer at GT USA Wilmington.

"These are still very trying times for everyone, and we wanted to be able to continue to show our commitment to the Wilmington community," Joe continued. "I would like to express my sincere thanks to everyone who pulled together as one team to make this event possible, all the GT USA staff, along with John Achzet and his staff from Ecolab and Gene Bailey from the Diamond State Port Corporation."

GT USA has made a long-term commitment to the State of Delaware to deliver operational excellence and dependability from the Port of Wilmington. The planned new dedicated container terminal at Edgemoor is expected to increase business prospects, which in turn will grow the economy and continue to expand job opportunities.

GT USA Wilmington will continue its partnership with the Bancroft Elementary School throughout the coming year and has pledged to work with the school faculty to identify where it can offer practical assistance through its mentorship and reading assistance programs.



Expansion of Jubail Commercial Port paves the way for a greener, safer, and more cost-efficient transport option



Jubail Commercial Port

Gulf Stevedoring Contracting Company (GSCCO), part of the Gulftainer group of companies, has announced enhancements to Jubail Commercial Port. With the completed upgrades, the port now has the capacity to process 1.8 million twenty-foot containers (TEU's) per year. By increasing export volumes in Jubail, The Kingdom of Saudi Arabia exporters will have the ability to directly reduce carbon emissions. According to the World Economic Forum, moving cargo by truck accounts for approximately 25 percent of global transport emissions. Although 60 percent of containers processed by cargo operators in the Jubail region are currently moved via the port, the remaining 40 percent is transported via the Dammam highway. Exporters with ambitious carbon neutrality goals can take an average of 101 km off the road with each container moved over Jubail. Congestion and traffic accidents on the highway frequently delay access to the Eastern Province and congest the surrounding hinterland. By upgrading Jubail's throughput capabilities, cargo owners will be



able to directly improve road safety and ensure the integrity of KSA's critical oil and gas supply chain. Jason French, Managing Director of GSCCO, said: "As we upgrade the Jubail Commercial Port, we continue to work with the Saudi Ports Authority, Mawani, and other key stakeholders, including SABIC and Sadara, to divert the transportation of containers to the port. GSCCO is committed to the principles outlined in the Saudi Vision 2030 and the Saudi Green Initiative, under the patronage of HRH Crown Prince Mohammed bin Salman, to offset the impact of fossil fuels and reduce adverse effects on the climate. According to our in-house experts, moving containers by truck to Dammam instead of using the local Port of Jubail accounts for the emission of 26.1 million kilograms of carbon per annum. It clearly makes economic and environmental sense to transport goods via Jubail Port."

Strategically located, this multipurpose port can handle container, bulk, and general cargo and is critical to the economic development in the Kingdom of Saudi Arabia.





UAE National Day Celebrations



Featuring National Day celebrations by GT UAE team



2021 marked UAE's 50th National Day celebrations. A small gathering was arranged to recognize the day and to honour Gulftainer's origins and deep-rooted ties to the United Arab Emirates.





Gulfteiner streem ines port operations with Oracle Cloud technologies

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2021, Gulftainer embarked on a digital transformation journey to migrate its in-house data centers to hybrid cloud solutions. Gulftainer runs its customer-critical port operations on its terminal operating system. Until recently, this was hosted in an in-house data center. An aging data center led to high latency, resulting in reduced availability. In addition, it required more time for technology upgrades, leading

The leadership envisioned standardized business applications across the globe. At this point, Gulftainer decided to move the data center to the cloud.

Gulftainer runs its customer-critical port operations on its terminal operating system. Until recently, this was hosted in an in-house data center. An aging data center led to high latency, resulting in reduced availability. In addition, it required more time for technology upgrades, leading to higher fixed costs. The leadership envisioned standardized business applications across the globe. At this point, Gulftainer decided to move the data center to the cloud.

Gulftainer has always used Oracle Database as its technology stack. During a four-month proof of concept, Oracle demonstrated how to migrate Gulftainer's port operating system to Oracle Cloud Infrastructure (OCI) and ran tests to prove maximum fit.

As a result of the Cloud migration, Gulftainer achieved a 40% improvement in response time and a 30% reduction in overall costs. The application availability has been 99.99% since go-live and has helped Gulftainer serve its customers more efficiently, more quickly, and reliably. The customer portal now running from OCI has excellent speed and has improved the overall customer experience using Gulftainer's online services. Due to this, many customers have found it easier to transact online than visiting the terminal, which has helped reduce the rush at terminal counters.



Gulftainer featured as one of the 16 industry signatories in the statement of support for decarbonization of the freight sector





More than 1000 companies have set Science Based Targets (SBT), signalling clear intent to decarbonize their operations. In many sectors, it has become clear that Scope 3 emissions - those from supply chain operations, including the transport of goods – can make up as much as 90% of an organizations carbon footprint. This provides the freight industry a significant demand-driven opportunity to accelerate the sector's decarbonization efforts. multi-stakeholder Harnessing and multi-modal approaches to leapfrog key barriers (i.e.: scattered demand side commitment; shortage of ZE technologies across entire logistics networks, etc.), to achieve a zero-emission future. Green products and services are often limited to certain corridor pilots and green lanes. As a result, there are fewer options for freight buyers to reduce their transport impact, which limits market confidence in

decarbonization and restricts financing for such green transition initiatives.

Recognizing this challenge, the Forum Supply Chain & Transport CEO community, including Gulftainer Group CEO, Peter Richards, developed a proposal supporting pooling of green demand to accelerate the net zero transition.

Two mutually reinforcing mechanisms are foreseen:

1) support for multi-modal buyer club models, and

2) development of one industry standard for book and claims carbon credit accounting, for all modes of freight transport.

Through this Statement of Support ("the Statement"), Supply Chain & Transport Industry leaders send a strong signal of the sector's interest to accelerate the zero-emission future through a demand-driven approach.





Momentum Logistics shows appreciation for Sharjah Customs







Momentum Logistics management awarded a certificate of appreciation to Sharjah Customs Mr. Abdel Salam Ibrahim Mohamed Al Nemer in recognition of his continued support, efforts, and working closely with Momentum Logistics LLC.

AUSTRAL







Momentum Logistics attends SIT 2.0 by Atlas Network

SIT (STAY IN TOUCH) 2.0











Momentum Logistics team from UAE, KSA and Iraq attended a highly commendable virtual conference called SIT (STAY IN TOUCH) 2.0, conducted by Atlas Network -an exclusive global logistics network for air and ocean partners. SIT 2.0 was a well-coordinated virtual conference with over 150 participants from around 50 countries and over 1300 one-to-one meetings.

SIT is an impactful networking platform provided by Atlas for its Elite members such as Momentum Logistics. It demonstrated an innovative way of building relationships and new business through trusted partners in a post-pandemic era.







Gulftainer's IT Director shares insights at the Smart Maritime Network

SMART MARITIME NETWORK

Smart Maritime Network Dubai

Tuesday 9 November 2021 Conrad Dubai Sheikh Zayed Road

> Join us in person in Dubai and be part of the conversation #digitalisation #collaboration #sustainability #innovation #maritimetechnology #shipping #supplychain #globaltrade #smndubai #smartmaritimenetwork

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ITM.







Nick Chubb Thetius

Rajesh Gopinathan





Giampiero Soncini Benjamin Vernooij **Dell Technologies**



One week to go - Last chance to secure your place



Vinay Sharma, IT head of Gulftainer, shared his insights at the Smart Maritime Network. He spoke about topics that covered valuable tips on assessing the returns on technology projects, comparing new and legacy systems, multiplying returns through the integration of

different technologies and future-proofing technological investments, and deciding between buying and waiting. Smart Maritime Network was attended by many aspiring innovators from the sector and featured impactful leaders alongside Vinay.





Port of Wilmington partners deliver dinner boxes to celebrate the holiday season



GTW and Port Partners deliver food boxes to Neighborhood House in Southbridge, Wilmington

GT USA Wilmington (GTW) joined with Port partners Diamond State Port Corporation, and





Lindsay Pennington, GTW SQF Manager with Suakim Center leaders who picked up their food boxes from GT Wilmington Admin Building

Dole to mark the holiday season by distributing food boxes to locations around the City of Wilmington.

Representatives from the partner companies, were joined by engineers from Kone Cranes to assist with the delivery of the meal boxes to Kelly Lacy at the Neighborhood house, Sister Kathleen at the Emmanuel Dining Hall, Michelle at the Sojourner's Place and Kathleen Purcell at the Wilmington Senior Center. Leaders from the Suakim Center paid their annual visit to the Port of Wilmington to collect the meals for their members.

"Corporate social responsibility forms a key foundation of how GT USA operates its businesses. This holiday season, GT Wilmington is honored to be able to continue its association with these local groups in the areas surrounding the Port," said Joe Cruise, CEO of GT USA Wilmington. "I would like to thank all our partners who gave generously of their time and resources to make these deliveries and wish everyone happy holidays and a peaceful and healthy New Year," he added.







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