

# FOCUS

Partnering Progress...



## Gulfairer secures 50-Year concession for US Port of Wilmington



Port of Wilmington in Delaware, USA



**Badr Jafar, Chairman of Gulfairer's Executive Board**



**John Carney, Governor of Delaware**

Gulfairer recently announced that its subsidiary GT USA has inked an agreement on terms with the State of Delaware, USA, which would grant GT USA exclusive rights to operate and develop the Port of Wilmington

for 50 years. Terms of the agreement have been formally approved by Diamond State Port Corporation Board (DSPC) and the Delaware General Assembly. In addition, Gulfairer has completed the formal review by the Committee for Foreign Investment in the United States (CFIUS), and so will now move into final contract negotiations. The new agreement provides Gulfairer's US arm, GT USA with the concession to manage and develop the Port's existing container volumes of 350,000 TEUs per year, which is forecasted to more than double in the years to come as a consequence of this deal. Notably, Wilmington Port, which started operations in 1923 as the first major port on the Delaware River, is the top North American port for imports of fresh fruit into the USA and has the largest dockside cold storage facility in the Country. Over the next nine years, Gulfairer plans to invest significantly in the port, to build a new 1.2

million TEU container facility at DuPont's former Edgemoor site, which was acquired by the DSPC in 2016. During this same period, the Company will fully develop all the Port of Wilmington's multi-cargo terminals capabilities and enhance the overall productivity of the port. The landmark agreement on terms follows over a year of negotiations and an evaluation of Gulfairer's capabilities globally, including in the USA. John Carney, Governor of Delaware, emphasised: "With Gulfairer's proposal, we have an opportunity to develop the overall infrastructure and potential of the port, which can lead to a direct and significant impact on our economy as a whole." In addition to the development of the terminal facilities, GT USA will establish a training facility at the development site. This institute will be designed specifically for the Ports and Logistics industries and is expected to eventually train up to 1,000 people every year.

## One of the world's largest containerships calls KCT



Dhow Exchange

Gulfairer welcomed the CMA CGM Antoine De Saint Exupery on its maiden call at its flagship Khorfakkan Container Terminal (KCT). With a capacity of 20,600 twenty-foot equivalent units (TEU), the 400-metre ship is one of the largest containerships in the world and marks KCT's largest ever vessel call. CMA CGM, a leading worldwide shipping group, currently operates a diversified fleet

of 445 vessels with a combined capacity of over two million TEU. The company deployed the newbuilding on its French Asia Line 1 service, which connects Asia to Northern Europe. Prior to its arrival at KCT, the vessel, which is longer than 4 football fields and taller than the Empire State Building and the Eiffel Tower had made calls in a number of major ports within Europe. Speaking on the occasion, Peter Richards, Group CEO of Gulfairer, said: "We are delighted to welcome the CMA CGM Antoine De Saint Exupery, at our flagship Khorfakkan Container Terminal. Receiving one of the largest containerships in the world signifies

our ability to deliver the highest standards of operational efficiency, which is of tremendous value to large vessels such as this. It represents another achievement for Gulfairer and is a testament to our strengthening relationship with the CMA CGM group, as well as their confidence in us." Richards added: "Given the fast-paced changes in the industry, we are constantly reviewing our services and capabilities across our portfolio. While KCT has traditionally been used as a transshipment hub, we are increasingly receiving gateway cargo as well, which we see as a massive opportunity going forward."

## View from the Bridge



### From Pessimism to Optimism

We are all only too aware that in the last few years container shipping markets around the world have suffered a downturn – primarily due to the slow growth in global trade, resulting in an oversupply of vessels. This was compounded by the unprecedented number of mergers, acquisitions and bankruptcies in the industry, leading to new alliances. During this period 8 container ship carriers disappeared completely from the industry. The recovery in global growth, particularly the Middle East market, has remained slow through the first half of the year and the forecasts seem to predict that we will see a continuation in the same vein through 2018

and into 2019. The economy in the Middle East has remained sluggish since the start of the year as consumers have been more reluctant to spend since the introduction of value added tax and this, in conjunction with the recent strengthening in the US dollar is reducing the external competitiveness of the local economy. The growth of small and medium enterprises (SMEs) in the past year continues to hold potential for the economy, the fact that GCC governments continue to support the creation and growth of SMEs is a positive sign for the economy. In fact, the UAE has recently allowed GCC nationals to apply for its business license scheme without requiring an office and increased the scope of eligible industries, in a bid to reduce firm set-up costs and further attract new businesses. Here at GulfTainer we are remaining positive and continue to review and evaluate our services in the UAE, and we are actively seeking opportunities outside the UAE which are aligned with our business model. It's not all doom and gloom though. We are very close

to finalising the agreement with the Diamond State Port Board, in Delaware to operate the Port of Wilmington through a 50-year concession. The welcome we have received by the State representatives, the unions and the community alike is the perfect testament to GulfTainer's global reputation. As you are all aware, our strategy is firmly rooted in creating value for our partners, and we are aiming to do so by looking at further expansion opportunities in North America, including the West Coast, the Gulf of Mexico and Nova Scotia, as well as in other regions, including Africa. The key thing though is that every one of us must continue to pull together to navigate through these tougher economic times. We must make sure we are always alert for new business opportunities and pass those opportunities on to the sales and business development teams. Most of all though, we need to make sure we stay close to our customers and we must continue to give the best possible service in the industry. We are all ambassadors for GulfTainer.

## Employee Wellness Programme recognised at Logistics Middle East Awards 2018



**GulfTainer wins CSR Initiative of the year for Employee Wellness**



**GSCCO – Finalist for Supply Chain Hub of the year**

GulfTainer has won the Corporate Social Responsibility Initiative of the Year category at the Logistics Middle East Awards 2018 for its Positive Pulse employee wellness programme. GulfTainer was recognised from among 45 shortlisted companies across 12 categories at the event that celebrated excellence in the supply chain. Launched in 2017 as a four-week corporate wellness programme with each week focusing on a distinct well-being theme, Positive Pulse was acknowledged for its significant beneficial impact on the company's employees. The programme's success has led to institutionalising the wellness programme as a core part of GulfTainer's employee engagement strategy. Speaking on the achievement, Peter Richards, Group CEO of GulfTainer, said: "GulfTainer is proud to receive an accolade among other

leaders in the sector at this prestigious industry awards event. Our success in the highly competitive category validates our commitment to promoting occupational health and well-being and reinforces our dedication to investing in our employees." In addition to Corporate Social Responsibility of the Year, GulfTainer's Jubail Container Terminal was shortlisted in the Supply Chain Hub of the Year category at the Logistics Middle East Awards 2018. The company's Saudi terminal saw an impressive 26 percent throughput growth last year and received the largest container vessel to arrive at Jubail till date with the maiden call of Evergreen Marine Corporation's 14,424-TEU EMC Taurus in November 2017. Positive Pulse previously topped the Corporate Health and Wellness Initiative category at the Daman Corporate Health Awards 2017.

## VVIP visit to JCT



**Saudi Minister of Transport with GSCCO Team**

The Minister of Transport, Dr. Nabil Al Amoudi, made an impromptu trip to Jubail Container Terminal on the 4th of January 2018. The Minister was greeted by Terminal Manager, Syed Arif Sarwar, and Jubail Project Manager, Abdulrahman Al Showear and given a tour of the facility and an outline of the year's progress. Dr. Nabil is reported to have been especially

impressed by the substantial 26% growth year-on-year and complimentary, and appreciative, of the high-quality operational standards at the facility. The reason for the spontaneous visit is believed to be due to an unexpected gap in the Minister's schedule between a tour of Sabic's facilities and a visit to the Port Authority.

## GSCCO's JVP event showcased innovative operational solutions



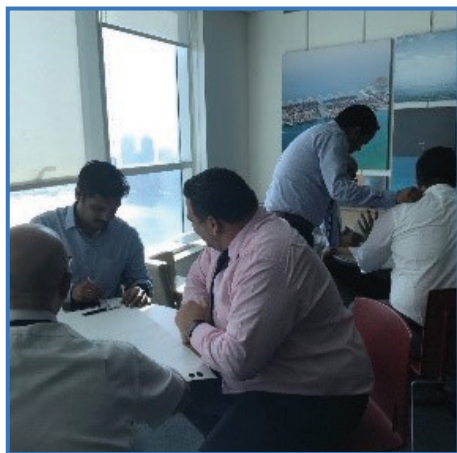
### Jubail Value Proposition

Gulf Stevedoring Contracting Company (GSCCO), part of the GulfTainer group of companies, recently hosted its Jubail Value Proposition event to identify new business opportunities and examine the investment outlook in the rising import and export destination. Held at the InterContinental Al Jubail, the one-day flagship event drew the participation of more than 100 government stakeholders and maritime industry professionals from across Saudi Arabia. The event featured a series of interactive presentations and discussions that highlighted the attractive value proposition that the Jubail Commercial Port (JCP) presents to industrial and commercial entities in the region. Ranked the Middle East's fastest-growing port in 2017, JCP serves as an ideal hub not only for industrial exports but also for imports to the dynamic markets of Saudi Arabia's Eastern and Central provinces. In his keynote address at the Jubail Value Proposition event, Iain Rawlinson, GulfTainer Group Commercial Director said: "The Jubail Value Proposition event aligns well with our vision of developing world-class port infrastructure, which is critical for economic growth and trade activity in the region. The government's

concerted efforts to diversify the economy and commitment to innovation have enabled the Kingdom to capitalize on its strategic geographic position and catalyze growth in the ports and logistics sectors. I hope that today's discussions provide you with innovative insights and solutions that can encourage new ways of doing business in Jubail, so that we can continue to develop our unique position as a logistical gateway and prominent trade hub for the region." Welcoming the attendees, Richard James, Managing Director of GSCCO, said: "Jubail's strategic geographic location has enabled it to evolve into a pivotal gateway for international trade and industrial activity, enhancing Saudi Arabia's economic and trade potential. The city is home to our flagship facilities, including the Jubail Container Terminal (JCT), that contribute significantly to the region's economic activity." He added: "At GSCCO, we remain committed to developing the best-in-class port and logistical infrastructure at our facilities in the country towards supporting the government's economic diversification agenda as outlined in the Saudi Vision 2030. Through today's event, we seek to provide industry stakeholders with

a glimpse of our innovative operational solutions that can generate greater value for our customers, and accelerate business growth in Jubail and across the maritime industry at large." A broad cross-section of industry stakeholders including major exporters and importers, logistics companies, transporters and shipping lines attended the event. The attendees also heard from distinguished speakers such as Mr. Mohammed Abdulaziz Bin-Battal, Director – MEA Solids Supply Chain, SABIC and Mr. Ahmed Hassan Gomaa, Logistics & Customs Coordinator, Tecnicas Reunidas. Saleem Kadernani, Group Commercial Manager of GulfTainer also gave a presentation on Jubail's capabilities and the value the port can bring to the shipping lines, exporters and importers. Reflecting after the event, participants observed that the level of engagement and interest reflected how focussed the Industry is on optimizing the trade flows through Jubail and its hinterland, and how the improvements in Jubail will drive positive growth across the region. Jubail Commercial Port experienced a steady surge in activity, witnessing a 26% hike in throughput, with an import volume growth of a staggering 72%.

## HR training – Pyramid Principle



GT Team

GulfTainer conducted an accelerated session on "Structured Thinking" to support GulfTainer managers to put a framework to any unstructured or vague problem they handle or sometimes simply to achieve more strategic clarity in operational thinking. Having a structure not only helps a business professional understand the problem at a macro level, but also helps to identify areas which require deeper understanding. This session provided a method for tackling challenging situations systematically, thinking them through and swiftly considering all options using the Pyramid approach. As

Albert Einstein said If he had an hour to solve a problem he had spent 55 minutes thinking about the problem and 5 minutes thinking about solutions. The Pyramid approach revolutionizes the way we think by stating the conclusion and recommendations first, followed by the supporting points and decisions. The structured top-down type of thinking gives us the opportunity to improve any part of the strategic, commercial and operational business presentations, reports and persuasive conversations. Participants worked in teams, on formulating pyramids in solving assigned cases.



## CCT aces security audit

Canaveral Cargo Terminal completed its second annual Port Facility Security Plan (FSP) and once again passed with flying colours. The FSP is a plan which has been developed to ensure the application of measures designed to protect the port facility, vessels, people, cargo, cargo transport units and ships stores within the port from the risks of a security incident. A Facility Security Plan (FSP) is a promise to the U.S. Government that you will carry out documented security measures to protect your facility and its potential for exposures to the surrounding community. It is a written plan with specific guides and mandates

provided by Homeland Security, that identifies vulnerabilities and how to deal with security threats captured in a Facility Security Assessment. The FSP defines the roles and responsibilities of all facility employees. All officers must be trained per requirements outlined in the US Title 33 Code of Federal Regulations and must go through security training/vetting to obtain a Transportation Worker Security Credential to work on the restricted facility. The plans require regulated drills on given schedules to ensure continued safety measures. The FSP also describes security measures to be taken for each MARSEC level as well as defines appropriate

actions in emergency situations. The FSP undergoes annual audits by the US Coast Guard and is required to re-submit every five years on its anniversary date. By following this audit, we are meeting and maintaining all the security plan requirements as outlined by Homeland Security and US Code of Federal Regulations. The audit involves a physical inspection of the facility, application, and enforcement of security policies and processes as well as employee engagement. Employees are selected at random and questioned regarding security policies/processes to assure proper training has taken place.

## Safety training for Gulfair's Iraq facility



**Haider Mohannad proudly holds his certificate of completion**

Haider Mohannad (Iraqi Local National), Assistant Training & Safety Superintendent Iraq, has successfully completed the IOSH Managing Safely Course and is pictured here receiving his certificate. IOSH Managing Safely gives managers and supervisors the knowledge and skills they need to manage Health and Safety within their teams.

The course is arranged into seven modules:

1. Introducing managing safely
2. Understanding your responsibilities
3. Identifying hazards
4. Assessing risks
5. Controlling risks
6. Investigating accidents and incidents
7. Measuring performance

Upon completion of the course, learners will be able to:

- Describe the key reasons to manage health and safety in the workplace
- Define the key terms relating to health and safety
- Identify how the law can have an impact on health and safety in the workplace

- Describe how to assess, reduce and control risk in the workplace
- Identify workplace hazards and risks, assess their impact and how to manage them
- Identify how to evaluate and respond to an incident
- List the characteristics and benefits of an effective health and safety management system
- Describe the principles that underpin good health and safety performance

Haider joined GT Iraq in 2012 as Engineering Technical Clerk and in 2015 was recognised with having the necessary skills to assist within the Training and Safety Department. He has received operator training on various types of container handling equipment and delivers practical and theoretical training in these disciplines to the rest of the workforce. Haider also delivers manual handling training, firefighting training, basic first aid training and other safety-related courses as well as providing translations to ensure that HSE programs are fully understood by the candidates. Haider is a valuable, key member of the Training & Safety department and the achievement in attaining this certification will strengthen his skills providing employees with the necessary information, instruction, training and supervision to ensure improved safety awareness culture and appreciation of safety measures.

## Steve Ogden farewell



**Steve Ogden with Peter Richards**

Steve Ogden, Gulfair's Group Director of Port Operations Director, has retired following 25 years of dedicated service to Gulfair. A qualified master mariner, Steve spent 12 years at sea before eventually joining Gulfair in November 1992. Starting as operations superintendent at SCT, Steve eventually graduated to the position of a terminal manager before finally moving into the position of operations manager and eventually, group director of port operations. At his leaving ceremony, Steve admitted it was an extremely difficult decision he had made to retire as Gulfair had been his family for the past 25 years and admitted that if you "cut him in half" that he would have the name "Gulfair running through him." A reference to the sugar candy sold in his hometown of Blackpool. Steve is now looking forward to spending more time with his family and is planning to take a series of trips to rediscover the joys of his home country of the UK.

# Gulfairer visits DED Sharjah to bring out synergetic goals



**Gulfairer Team visits DED Sharjah**

Gulfairer visited the Department of Economic Development in Sharjah to discuss the possibilities of enhanced cooperation going forward. The meeting jointly examined ideas on how to address those concerns and potential

benefits of collaboration. Gulfairer reaffirmed its commitment to the Sharjah economy and its vision to develop Sharjah businesses through a deeper understanding of the capabilities which Gulfairer brings to transportation both in

the Emirate of Sharjah, as well as further afield. Meeting concluded on a positive note with the two parties committing to cooperation while complying with standards set by the federal and local government.

## GT in Pictures

### 1. Gulfairer Annual Golf Day



**Gulfairer conducts its annual Golf championship for its customers to facilitate networking and enjoy a day off their busy work schedules. As usual, everyone had a great day of golf.**



## 2. Cricket match pictures



**Gulfainer conducts an annual interdepartmental cricket competition. The teams played fiercely and the outright winners were Team KCT. Congratulations to the winners.**

## 3. Gulfainer educates Amity University students about CSR



**One of Gulfainer's four CSR Pillars is employability. In tie-up with Pearl Initiative, Gulfainer HR head facilitated a CSR awareness talk to Amity University students. The students then turned it into a case study about Gulfainer's CSR initiatives**