

# FOCUS



## Partnering Progress ....

### US Ambassador to the UAE Visits Sharjah Container Terminal

US Ambassador to the UAE, John Rakolta, Jr. took time out of his busy schedule to visit Gulftainer's Executive Board Chairman, Mr. Badr Jafar in Sharjah. The Ambassador was joined by US Consul General, Philip Frayne and Commercial Counsellor, Thomas Bruns to discuss the participation of Gulftainer in the SelectUSA summit in Washington.

Gulftainer welcomed the opportunity to offer the delegation a tour of its facilities at the Sharjah Container Terminal to showcase its industry leading services. Chief Operations Officer, Fred Castonguay and David Casey, Chief Commercial Officer led Gulftainer's operations and safety teams presenting a high level view of the present and future investments the company has planned in the USA.



Gulftainer welcomes the US delegation with Ambassador John Rakolta, Jr. to the UAE. Pictured top left with Gulftainer Executive Board Chairman, Badr Jafar



### Gulftainer's Iraq Container Terminal Welcomes Maiden Call of MV Kabal

Gulftainer's Iraq Container Terminal (ICT) welcomed the MV Kabul on its maiden call. The vessel, owned by Lubeck, discharged its containers, 65% of which were filled with rice from India. The containers were stripped on site and the rice sent for distribution throughout Iraq. The vessel completed operations in

11.3hrs completing 65 moves per hour and sailed in good time. The vessel now calls on a weekly basis with the number of TEUs steadily rising. ICT Operations Manager, John Creasy, marked the call with vessel Captain Mohammed Rizwan. The ICT has seen a steady increase of throughput in 2020, up 9.5% in

Q1, demonstrating the hard work being achieved by all the Iraq team to continue to provide outstanding, professional services ensuring customers' needs are met during this challenging environment.



John Creasy with Capt. Rizwan

## A View From The Bridge



In the last 3 months, so much in the world has changed. The things that we all took for granted, like going to work or school, to restaurants with our friends, to the malls, and even going to religious worship have, at least temporarily, gone.

This is now being called “the new normal” and none of us yet know when our lives will be fully returned to us.

During this period of uncertainty, Gultainer has and will continue to take all steps to ensure the safety of our colleagues. This is our number one priority. The measures we have taken, both in our terminals and our offices, are above and beyond government instructed protocols.

Our industry has been deemed vital by governments globally and Gultainer is committed to helping to drive commerce and I consider the men and women of Gultainer to be heroes for playing their part in keeping critical goods flowing around the world.

Each day food and vital medical supplies arrive at our facilities and

are being delivered to people in need and I want to thank you all for your efforts and dedication to keep that supply chain flowing.

We must all remember that soon the restrictions around COVID-19 will be lifted, as cases fall and governments find ways for the world to get to its “new normal.” In fact I hope to have an exciting announcement regarding a new terminal some time in Q3.

Until that time, as global supply chains continue to be disrupted, we all have to do our part to ensure Gultainer emerges healthy to help lead the revival of the global economy. We are stronger together and be assured, there are bright skies on the horizon for us all.

**Peter Richards,**  
**Group CEO**

## Momentum Begins Operations in Delaware

Momentum Logistics has launched operations in the US State, Delaware, in a bid to support parent company Gultainer’s US subsidiary GT USA Wilmington.

Momentum Logistics Delaware aims to provide a complete suite of supply chain management solutions to the current customer base at the Port of Wilmington and to the Edgemoor Container Terminal once the facility is built. This new company will strongly reinforce the global presence of its parent company, Momentum Logistics, which was launched in 2008 and is based at the Sharjah Inland Container Depot, in the UAE.

Peter Richards, Group Chief Executive Officer of Gultainer, said: “This is the first venture for Momentum Logistics in the USA. The homegrown company has established an award winning record in transportation,

freight forwarding, warehousing and container services in Gultainer ports throughout the Middle East, and it now seeks to replicate that success in the USA.” He added: “Building on Gultainer’s 40-year record of providing cost-effective and secure inland transport and distribution, this new company brings to Delaware the same superior level of customer service for which it has gained a global reputation.”



**Wilmington Port Operations**

## Canaveral Aces Audit



Canaveral Cargo Terminal (CCT) completed a 5th Annual Maritime Transportation Security Act Audit. This annual audit is carried out by the United States Coast Guard Maritime Safety Detachment. CCT successfully completed the inspection with zero deficiencies, maintaining its perfect record. Luke Richards, Operations Manager at CCT acknowledged the feat, “I would like to thank everyone for their assistance and hard work in ensuring that these standards are continuously being met and improved upon. It is tremendously gratifying that the USCG MSD are still using our facility for their own training purposes as an example of what an exemplary facility and Facility Security Plan should look like.”

## Roundtable Event Explores Economic Potential

Emerson Buarque, General Manager – Business Development, Gulftainer, attended a Sharjah-Korea Business Roundtable at the Sharjah Chamber of Commerce and Industry (SCCI), organized by the Sharjah FDI Office (Invest in Sharjah), operating under the Sharjah Investment and Development Authority, Shurooq, in collaboration with the Korea International Trade Association (KITA) to explore greater economic ties and synergies between Sharjah and Korea.

The meeting introduced emerging prospects and potential investment opportunities in competitive sectors to investors from the Republic of Korea. While highlighting the sectors such as transportation and logistics, light manufacturing, travel and leisure, environment, technology and innovation, healthcare, education and



GT Commercial Team

research, start-ups and SMEs that have traditionally played an important role in enriching Sharjah's FDI appeal, the roundtable also drew attention to new and emerging sectors where economic cooperation between Sharjah and the Republic of Korea could be expanded.

## Health and Safety Comes First at Gulftainer

Gulftainer has been rewarded once again for its dedication to continually improving its safety protocols across its terminals. The company has been awarded with renewed certifications from International Safety Award groups; the British Safety Council (BSC) and the Royal Society for the Prevention of Accidents (RoSPA) in recognition of its commitment to keeping its workers and workplaces healthy and safe.

These International Safety Awards recognise and celebrate organisations from around the world that have demonstrated their commitment to preventing workplace injuries and work-related ill health. Both Sharjah Container Terminal and Momentum Logistics each received 3 awards, including a gold safety award from RoSPA, while subsidiary company Avalon General Land Transport received an award from BSC. Gulftainer shares the BSC's vision to protect and improve the wellbeing of workers, believing that a healthy and safe work environment is also good for business.



Group Director, Ramesh Shivakumaran presents the safety awards to the safety and operations teams of Gulftainer and Momentum Logistics.



These awards also recognise organisations which have shown commitment to the wellbeing and mental health at work.

## New General Counsel

Gulftainer has appointed Gordon Ferguson as its new Group General Counsel. The move aims to strengthen the company's global portfolio. In his new capacity, Gordon will manage compliance and legal affairs across the group.

Gordon brings to his role almost 20 years of industry experience. He has a robust understanding of infrastructure matters and holds expertise in general commercial contracts and public private partnership projects (PPP) in education, health, defense, and transport, as well as custodial and secondary market sectors in the UK, and in the MENA region.



Gordon Ferguson

Peter Richards, Group CEO of Gulftainer, said: "We are delighted to welcome Gordon to Gulftainer, and are confident that his strong and fresh leadership will bolster our legal capabilities globally. His direction and counsel will support our efforts to offer high quality, efficient services to our customers across international markets."

MEED has recognised Gordon as one of the six leading individuals in the Middle East region advising on PPPs. Gordon completed a Legal Practice Course (LPC) at the Oxford Institute of Legal Practice and holds a Bachelor of Laws (LLB) from the University of Glasgow. He also attended executive management training at Said Business School at the University of Oxford.

## Utah Trade Discussions

Gulftainer hosted a visit from Franz Kolb, the Director of International Trade for the State of Utah, USA. Discussions focused on opportunities for collaboration on logistics projects.

Franz Kolb also serves as Director for Diplomacy and Protocol for the State of Utah and is responsible for public diplomacy events and international protocols.



GT CCO, David Casey with Franz Kolb

## GT USA Wilmington Increases Food Safety Certification

GT USA Wilmington has been awarded with the Safe Quality Food Safety (SQF) Code for Storage and Distribution, certified by SCS Global Services (SCS).

"SQF is quickly becoming the food safety standard recognized globally, and this credential emphasizes GT USA Wilmington's dedication to continuous improvement and to meeting our customers' needs, both current and emerging.

We are proud of this achievement. This represents our commitment to our partnership with consumers and growers, ensuring quality across the entire supply chain," said Eric Casey, CEO GT USA Wilmington.

The Port of Wilmington is also



SQF Manager, Lindsay Pennington and CEO Eric Casey

certified under the Hazard Analysis and Critical Control Point (HACCP) management system, and GT USA Wilmington is now looking to further implement this into its ISO system under ISO22000.

## MV BBC Minatoba Maiden Call to Yanbu

Gulf Stevedoring Contracting Co. welcomed the MV BBC Minatoba on its maiden call to the King Farhad Industrial Port in Yanbu, in what is forecast to be the first of many heavy lift project shipments bringing in equipment for the many industrial development projects in Yanbu. At the heart of the Saudi west coast industrial complex, Yanbu has over 200 major companies, that manufacture a wide range of products for both local use and international export, including petrochemicals, ceramics, edible oils,



sugar, industrial chemicals and building materials. This call included heavy-lift machinery totalling approximately 650 freight tons.

## GT in Pictures



State Representatives Gerald Brady and Nnamdi O. Chukwuocha along with Senatorial Candidate, Sarah McBride were given a tour, by GT USA staff, at the Port of Wilmington facilities.

## UAE Consul General Visits the Port of Wilmington



GT USA hosted discussions between the UAE Consulate and the State of Delaware to details for a US trade mission to the UAE. L to R: Beth Pomper, Export Delaware; Kristopher Knight, Deputy Secretary of State; Jeffrey Bullock, Secretary of State; H.E. Abdalla Shaheen, UAE Consul General; Danny Sebright, US-UAE Business Council and Kathryn Bradley, GT USA.



Gulftainer Head Office colleagues brought friends and family to walk around the stunning back drop of the Sharjah Corniche as part of the Positive Pulse wellness programme.