



## GT USA Shatters Productivity Records at Canaveral Cargo Terminal

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Charles Menkhorst  
CEO, Gulftainer

## Charles Menkhorst appointed CEO of Gulftainer

Charles Menkhorst has been announced as Gulftainer's new CEO after joining the company in July. With over 25 years in the international maritime industry, Menkhorst has served in several key roles for international conglomerates DHL Worldwide Express and APM Terminals. His previous role was Group CEO at European based ports infrastructure group, Euroports. Commenting on the appointment, Badr Jafar, Chairman of Gulftainer and CEO of Crescent Enterprises, stated: "Charles Menkhorst brings a wealth of supply chain experience with him, which will prove invaluable in driving Gulftainer into its next chapter of

growth. Charles will also lead Gulftainer's digital transformation strategy and the development of sustainable infrastructure across our operations globally."

On assuming his role as Gulftainer's new CEO, Charles Menkhorst commented: "Gulftainer is entering an exciting phase of development. We have a team of empowered professionals who are ready to write the next chapter of Gulftainer's globalization, thereby focusing on existing and new geographies and developing new services to deliver world-class maritime supply chain solutions to our clients."

# A word from our CEO

**Charles Menkhorst**

As I start the first of what will be a regular CEO message segment in the magazine, let me share my gratitude for the warm welcome I have received from many of you since joining Gulftainer in July!

From Gulftainer employees at our facilities around the world to our shareholders, customers and government partners, everyone has been supportive and enthusiastic to be part of Gulftainer's next phase of growth.

As we come to the end of a challenging year and head into 2021, we can only hope that it will signal a stabilization of the world's economy and our industry. Global GDP is forecasted to decline by 4.4 % for 2020 by the IMF, despite the strong growth witnessed in quarter 3 of this year. For 2021 they expect the world economy to increase by 5.2%, whereby a recovery to pre-pandemic levels should be feasible from next summer onwards.

When looking back, 2020 has been no less challenging for Gulftainer; the overall economic downturn had an adverse impact on our volumes. As a result of this, the company saw itself forced to take several drastic but unavoidable steps, including headcount reductions.

Despite the hard work of every employee and the many business successes achieved, the necessary cost of containment measures taken due to Covid-19 will have had a material impact on our company by the end of 2020.

Looking forward, we want 2021 to become a transition year for Gulftainer. With input from everyone in the company, we will develop, communicate, and implement winning strategies and business plans for our ports and logistics businesses so that every entity will deliver strong commercial improvements. We will further enhance our governance and organization structure to empower our business teams to have more autonomy to make decisions quickly to suit the best interests of the company and customer.

Going forward we will put more focus on innovation - including new service offerings - and entrepreneurship as cornerstones of the company's values and culture. To keep everyone updated on all transition initiatives, success stories and performance, we will introduce a more frequent communication framework, both internally and externally. These will include this now bi-monthly Newsletter, a monthly CEO message on selected topics, and a new quarterly WebEx to staff, that will focus on the accomplishments of our company. So, as I end this first message, all that is left for me to do is to thank you all for your dedication and commitment towards Gulftainer! I wish you and your families a very happy holidays and a prosperous and healthy 2021!

*With best regards,  
- Charles Menkhorst*



## QHSE Manager Achieves New Certification

*Aparna Jayadevan receives her award from Dan Wright*

QHSE manager, Aparna Jayadevan has achieved a new level of certification in her membership of the Institution of Occupational Safety and Health (IOSH). As a Technical Member (Tech IOSH) Aparna will continue to work hard to maintain her level of knowledge through the IOSH Continuing Professional Development (CPD) program. CPD allows members to identify gaps in their skills or knowledge and carry out activities or training to fill those gaps.

Speaking on her new award Aparna commented "Membership of IOSH is helping me become a more rounded and valued safety and health professional by enhancing my skills, knowledge and expertise. By working to IOSH standards, adopting their competency framework and following their codes of practice I believe we can significantly benefit the work we are doing in Gulftainer to strengthen our robust safety procedures."

# Future of Ports Startup Challenge 2020



In June of this year, Gulftainer set a bold challenge to the technology startups community to find new ideas to transform the ports and logistics industry, by launching the Future of Ports Startup Challenge 2020.

California based partners, GSV Labs have helped to draw some of the most talented in the start-up technology field and we have been delighted at the response to the challenge. The competition closed in

September and all the entries are now being reviewed by the judges. Over 2000 companies from all over the world signed up on the competition website with a good spread of applicants across all the categories and from countries from south Asia, the Middle East, Europe and the USA. Gulftainer is looking to shortly announce a shortlist of candidates who will present their ideas to the judging panel.



## GT USA Shatters Productivity Records at Canaveral Cargo Terminal

GT USA welcomed the M/V KARLINO to its Canaveral Cargo Terminal (CCT). The vessel's cargo, lumber, is destined for various Florida cities and beyond. The Central Florida region, has witnessed a rising demand for lumber in recent years, driving an upsurge in lumber imports through Port Canaveral.

Over a two-day period, CCT successfully discharged the equivalent of 9,178 metric tons of lumber, the largest single vessel volume ever received at the terminal. Despite adverse weather conditions and working with multiple single layer bundles, the

operations team managed to achieve CCT's highest gross lumber productivity rating of 370 metric tons per hour. Charles Menkhorst, CEO of Gulftainer, said: "I'm very proud of the entire Canaveral team, who all pulled together to safely discharge the KARLINO's cargo in record time. GT USA's goal is to be the most efficient and cost-effective cargo terminal in Florida, and this is why we maintain the most competitive rates for all our customers. All of this while keeping CCT's Loss Time Injury Frequency Rate at zero (0) since our opening in June 2015."



# Port of Wilmington Upgrades



The Port of Wilmington has invested heavily in cold chain facilities over the years. In Q3 2020, GT USA Wilmington (GTW) improved facilities further by adding two Rubber Tyred Gantry (RTG) blocks with reefer stacks as part of an upgrade project to build a new container storage yard. With these recent improvements, capacity has now reached 1 million sq. ft. of refrigerated space. In addition to the increase in cold chain storage, the container yard capacity will double to 600,000 TEUs.

GTW has also completed civil works to upgrade the Port of Wilmington's Berth 6. Operations on the Berth's first ever container vessel began on Wednesday 25th of November marking its official opening. The cargo, containers of fresh produce, were discharged and stripped in record time.

## Maiden Call in Jubail Commercial Port of New MSC/MEF Saudi



Gulftainer's Saudi division, Gulf Stevedoring Contracting Company, pulled out all the stops to welcome the maiden call of MSC/ MEF - LOOP 1 service to the Jubail Commercial Port on the 12th of November 2020. This service will have a weekly call with the direct connectivity between Jubail – Shuaiba – Abu Dhabi – Dammam – Jubail. Operations completed satisfactorily and on time. Everyone involved hopes this will be the start of a fruitful partnership.



COMMITMENT



INNOVATION



GROWTH



CREATIVITY



CONNECTION

## What makes Gulftainer tick - Culture and Values

Gulftainer is looking to the future with a positive outlook. 2020 has challenged almost everyone in the world. As the end of the year approaches, we will put it firmly behind us by embarking on several exciting new projects, recently announced by Gulftainer's CEO, Charles Menkhorst. One of the most important of these projects is to undertake an introspective review of our culture and values.

A company's culture is determined by using a set of underlying beliefs, values, principles, and ways of interacting within the organization. Things like a company's expectations, vision, philosophy, image, interactions inside and outside of the office also define the culture. Put simply, these beliefs, values and principles inform us what we, as a company, want to stand for and how we want to behave and perform every day. They are the most important building blocks in any company because they will define our brand. That is why we need the participation of all our stakeholders, particularly you our employees, to help us to re-define our current values and company culture. We hope you all took the time to participate in our recent survey and we look forward to sharing those results and progressing this process in the coming weeks.

# British Safety Council Awards 2020

The British Safety Council has announced the individuals, teams, initiatives, and organizations that have won awards as part of the 2020 International Safety Awards Scheme (ISAs). These awards recognize and celebrate outstanding achievements around the world amongst those who have made exceptional efforts to ensure peoples' health, safety, and wellbeing.

## Gulfair secured the International Safety Award for its group locations:

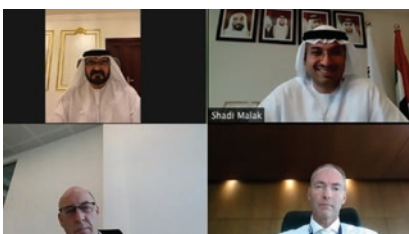
- Sharjah Container Terminal
- Momentum Logistics LLC
- Avalon General Land Transport

Announcing the winners Mike Robinson, Chief Executive of the British Safety Council offered his warmest congratulations to all concerned. "The winners have made huge efforts to protect and enhance the health, safety and wellbeing of everyone in their organisations. All the winners went the extra mile by dedicating additional time, resources and commitment to ensuring that their work, teams and workplaces remained healthy and safe during the previous year," he said.

Charles Menkhorst, CEO of Gulfair expressed his delight at the achievement. "Health and Safety and the security of all our employees is at the core of Gulfair's corporate social responsibility. These awards are a recognition of the hard work and dedication of our safety, operations and QHSE teams. Well done to everyone concerned.



## Charles Menkhorst participates in US-UAE Business Council Logistics Webinar



The coronavirus pandemic has disrupted global supply chains and changed how goods move around the world. In a US-UAE Business Council webinar held on 6 October 2020, four leaders from the U.A.E.'s logistics sector discussed the impact of the pandemic on their companies and what the future holds for their industry.

Mohammed Al Muallem, CEO & Managing Director of DP World U.A.E. Region & CEO of JAFZA, Robert Sutton, Head of the Logistics Cluster at Abu Dhabi Ports, Shadi Malak, CEO of Etihad Rail, joined Gulfair's own CEO, Charles Menkhorst for the debate. Gulfair's CEO spoke about the company's response to the pandemic and how they ensured the flow of critical commodities through their ports around the world. He noted that despite the pandemic Gulfair will handle and deliver the same volume in 2020 as in the previous year.

## Port of Wilmington partners with Goodwill



GT USA Wilmington entered into an agreement with Goodwill of Delaware and Delaware County to provide temporary staffing services for placing up to 100 laborers, warehouse logistics and clerical workers at the Port of Wilmington, beginning November 1, 2020. These workers will support the union membership in moving cargo through the port during peak periods.

Under the agreement, this partnership will provide the local community workforce with exposure to the port and the potential to join the ILA union ranks should they reach sufficient qualifying hours. Eric Casey, Chief Executive Officer, GT USA Wilmington said "GT USA Wilmington is linking with Goodwill to ensure we avoid any labor shortages going into a busy fruit season. It is our hope that this partnership will provide the right people for these temporary jobs, which we believe will be a roadmap towards union membership, strengthening the ILA and its growth. It will hopefully provide a pool of workers downstream to be pulled upstream into the ranks of the union.

## Celebrating Thanksgiving in Wilmington



This will be the third year in a row that GT USA Wilmington (GTW) has had the honour of celebrating America's Thanksgiving Day with the families of the pupils of the Bancroft School, by supplying them with turkeys. Located in a community close to the Port, Bancroft School teaches children from Grade 1 to 7 and GTW has partnered with them during the last two years to provide much needed supplies including headphones, books, stationery and educational activity sets.

## Continued Improvements



As part of their drive to achieve the highest standards of operational efficiency and customer service, Momentum logistics actively encourages its employees to follow a policy of continuous personal development. In this vein, the following staff of Momentum Logistics / Gulf Container Repair division recently undertook the Institute of International Container Lessors (IICL) inspector's exam in October 2020. All six candidates passed and are now certified by the IICL, USA.

- Danish Adam Khamse
- Sudheesh Karayil Sukumaran
- Muhammad Shoab Nadeem
- Bilal Khalid
- Gihan Janaka Chaminda
- Vijay Punniyamoorthy

Whilst all candidates did extremely well in the exams, a special note needs to be made as both Gihan Janka Chaminda and Bilal Khalid passed with honours. Everyone at GulfTainer and Momentum sends their heartfelt congratulations to the successful candidates on their results.